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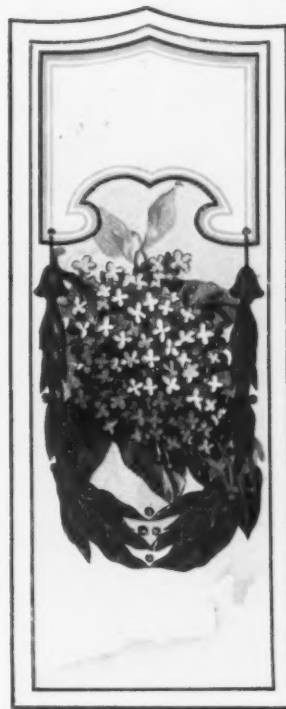
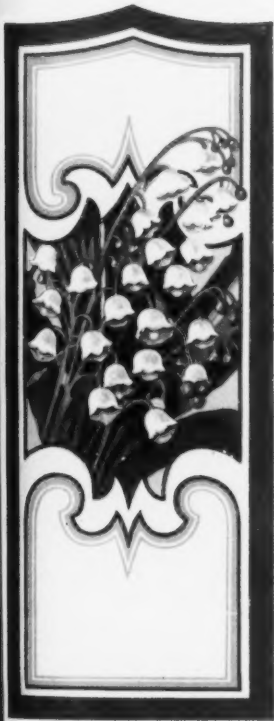
The American Perfumer

and Essential Oil Review

AUG. 1911

Perfumer Publishing Co.
100 William St., New York.

USED BY THE LARGEST CONSUMER
MUST BE A REASON FOR IT



BERTRAND'S CONCRETES AND ESSENTIAL OILS
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PETICHEFF'S OTTO OF ROSE
PURITAN BRAND ESSENTIAL OILS

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FOR
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SEE PAGE X

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M. NAEF & CO., Geneva, Switzerland

SUCCESSORS TO CHUIT, NAEF & CO.

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THE AMERICAN PERFUMER

AND

ESSENTIAL OIL REVIEW

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CARDINAL POINTS IN PUBLICITY.

That the best advertising is done by the people who spend the most money in that direction is a self-evident proposition, for it is perfectly natural for them to disburse their appropriations in the most efficient manner. When large advertising campaigns are planned, the best available men are employed to direct operations and the results justify the means. That fact also is well known, but many business men fail to recognize the equally obvious truth that it is just as important, if not more so, to handle the subject in the same way when operating on a smaller scale.

The only difference between advertising an article for public consumption and advertising to manufacturers is that in the former case a large number of small sales may be expected, while in the latter case the results are a small number of large sales. But it must be remembered that manufacturers are susceptible to the same sort of presentation as are the retail consumers. In appealing to either or both classes there are three cardinal principles that must be observed to obtain the best results:

1. Attractive typography in ample space.
2. Present the subject in an interesting way.
3. Make facts and arguments convincing.

To make an announcement attractive it is necessary to use a sufficient quantity of space. To make it interesting the ad. writer should not fall into the error of presupposing too deep a knowledge of the subject by the reader. To make it convincing the advertisement should be plausible and should contain such information as would be required by the average reader, without leaving essential points to his imagination.

Most of our advertisers, for a long time having had no suitable medium for reaching the essential oil industry, gave only perfunctory attention to this subject, being content with a business card to be kept before such part of the trade as it was possible to reach. Under new conditions there has come a change in the trend of advertising

methods in this field. The proven results that so many of our advertisers have reaped have awakened not a few to the possibilities of the situation, and several are proceeding in a determined and intelligent way to take advantage of their opportunities, as even a cursory examination of our advertising pages will convince the most skeptical observer. The advertising announcements on our covers are the only ones of the kind in the world, and have served to stimulate interest in our advertising pages in general. These advertisements have proven their productiveness and have caused shrewd and enterprising men to follow the lead with attractive inserts, full pages and more generous space, which permits of better presentation of their products to the buyers who are our readers.

These advertisers have invariably found that the larger space and improved appearance of their announcements have been productive of far greater results in proportion than under the old method. They have come to regard their advertisements in the *AMERICAN PERFUMER* more in the light of a short-term investment, producing quick and profitable returns, than in any other manner. There is every reason why this feeling should become so prevalent, not the least being the fact that we spare no trouble or expense to make our text pages interesting and valuable to our readers, with the effect that they naturally view our advertising pages in the same favorable light as they do the offerings of our contributors.

With the approaching advent of cooler weather, in the opinion of many competent observers of national reputation, there will be a great revival in the business world, and it would, therefore, be advisable for those of our patrons who wish to increase their sales to manufacturers in the four branches of the essential oil industry to take advantage of the co-operation which we offer to them.

OBJECT LESSONS IN ADVERTISING.

Aside from its value as a contribution to the important perfumery and soap news of the day, the article by G. L. Mazuyer, on the International Exposition at Turin, printed on page 134, serves to show that foreign manufacturers are more alive than their American friends in the matter of taking advantages of opportunities to place their goods on view before the public. It is true also that European manufacturers do a great deal more advertising than is done in this country, having apparently taken a leaf out of the book of American advertising propaganda, of which they seem to be better students than our home people in the trade. The neglect of many American manufacturers in this respect is so notorious that almost the first question asked by a foreigner intending to appoint an American agent is to ask about a prospective appointee: "Does his firm advertise?"

In the matter of opportunities for displaying goods, it may be noted that the annual convention of the National Association of Retail Druggists will be held at Niagara

Falls during the week of September 11. This would be a fine chance for a display of their goods by our readers who sell to the retail druggists. In previous exhibits at the N. A. R. D. conventions little attention has been given to perfumery, soaps, toilet and kindred articles which are handled by practically all druggists.

SIMILARITY OF TRADE NAMES.

In passing upon the similarity of names for trade mark purposes the courts are inclined to arrive on occasions at conclusions which puzzle laymen. In the Barrett case, recently decided by the Court of Appeals of the District of Columbia, it was held that registration of the word "Creo-Carbolin" had been properly refused on the ground that it was so similar in appearance and sound to the registered trade mark "Carolineum" as to cause confusion or mistake in the mind of the public.

A contention that this was a parallel case to "Zodenta" and "Sozodent," the former having been registered after the latter, was overruled by the court on the ground that (1) the two words neither looked nor sounded alike, and (2) there was also a difference between the first and last syllable of each. The distinction drawn by the court is most interesting. The assumption appears to have been that the prefix "Creo-" did not act as a syllable in the compound word "Creo-Carbolin," although it ought to have counted as a new syllable had the name been used as one word, "Creocarbolin," but that division was not before the court. It would be interesting to know the probable fate of the litigation had the form of the word been changed by the omission of the hyphen and the substitution of the small c for the second capital C.

WILEY AS A PRESIDENTIAL ISSUE.

Demand for the removal of Dr. Wiley will be an issue of the next Presidential campaign. The fight between Young Pure Food and Old Rots and Spots ought to go to a finish, and care should be taken in the selection of a referee.—*New York Evening Telegram*.

This problem can be settled before the next Presidential election can make it an issue if everybody will get together for a safe and sane pure food commission. Meanwhile President Taft, in a special message, has scored the fighters against complying with Dr. Wiley's label retirements and a bill has been introduced in Congress to remedy the defects in the law which have become evident through the recent decisions of the United States Supreme Court. Of what does it avail a man if he wins a victory after fighting a case to the highest courts and the President and Congress straightway undertake to deprive him of his fruits of success?

Attack him as you may, but there are worse men than Dr. Wiley, and it must be borne in mind that the great bulk of the people are with him, even when he is in the



PERFUMER PVB CO.

THE WAY IT WORKS.

wrong at times. The best way to do is to cheerfully comply with the law, just as the flavoring extract men decided to do. If the law is wrong, try to amend it. But nobody ever sympathizes with people who obstinately butt their heads against stone walls.

Perhaps the Congressional investigation will disclose the hidden enemies of Dr. Wiley, but it has made clear one thing, and that is that Dr. Wiley is not responsible for a lot of prosecutions that have been attributed to him. Solicitor McCabe has admitted on the witness stand that he and not Dr. Wiley ordered the prosecutions. In fact, McCabe seems to have occupied the dual role of blaming Wiley for everything and doing it himself. Dr. Dunlap, who helped McCabe along, seems to be in the same boat. President Taft is too close to the pulse of the people to be deceived by McCabes, Dunlaps and other enemies of business progress and commercial honesty.

The real wonder of all this controversy is: How can even the few dishonest men in any line of trade expect for long to bunco anybody in the present age of general enlightenment? With ordinary shrewdness we would imagine that, disregarding an innate inclination to do otherwise, they would prefer the "honesty is the best policy" principle, which modern, up-to-date concerns have found to be a watchword of success.

ANYTHING BUT A "STRADDLE."

One of the younger members of the Manufacturing Perfumers' Association has taken exception to our editorial in the June issue on the attitude of these who "go into the smoking room and growl because things are not run to suit them, instead of arising on the floor of the convention and speaking their minds." This critic declares that we "straddled" the question. His view disagrees entirely with our own. We think that our position was anything but a straddle. It was strong and to the point.

We have in mind just such members as our critic and we endeavored to make clear to them their duty to the association and, therefore to their own interests. We are heartily in earnest in stimulating interest in the M. P. A. and inducing eligible business men to become members. There may be disagreement at times in the opinion of our methods held by some members, but our only object is to help the association. If there are errors in our course, the mistakes, if any, are due to the head and not to the heart.

PROMOTION OF COMMERCE BY THE GOVERNMENT.

The Bureau of Manufacturers of the Department of Commerce and Labor has just issued a pamphlet of fifteen pages, called "Promotion of Commerce," which every manufacturer and business man will find useful on his desk or in his files.

After a rather full description of the work of the Bu-

reau of Manufactures, the pamphlet outlines briefly in short paragraphs, somewhat after the manner of the Congressional Directory, the duties and functions of various branches of the Government which are carrying on service related to the promotion and development of trade and manufactures. More than thirty bureaus of the Government are listed from the Departments of Commerce and Labor, State, Interior, Agriculture, Treasury, War, etc.

In unity there is more strength than in division, but perhaps W. H. Hutchinson is right in contending, as he did at the recent Chicago convention, that the National Soda Water Flavoring Association has a mission which can be performed better through its separate organization than by consolidation with the Flavoring Extract Manufacturers' Association of the United States. In many respects, despite the different uses of the products handled, the laws affecting one set of manufacturers invariably affect the other set. If it is desirable to have a separate organization for the soda water people, there is no reason why its members should not belong also to the extract association. The dues are not large and the manufacturer who cannot afford to belong to a couple of organizations with power to do so much for him must either be very short-sighted, or in danger of a visit from the little black man who hunts for recruits for the down-and-out club.

Pure Products notes that in Italy tomato seeds are utilized by paste manufacturers and asks why no attempt has been made in this country to extract the oil contained in the seeds which, it says, yield about 18 per cent. oil, of about 0.920 specific gravity. The oil would be suitable for making soap and other purposes. The seeds are now a waste by-product of tomato canning factories that make tomato pulp for catsup purposes.

Although imports from foreign countries into the United States during the fiscal year, ending June 30, showed a material decrease from the previous year, an average of 2 per cent., there was a gain in some commodities. Olive oil advanced from \$4,900,000 to \$6,000,000. In exports our foreign trade held its own during the year. Soap exports advanced from \$3,600,000 to \$4,000,000.

There is a general feeling of relief since Congress passed the Canadian Reciprocity Agreement and the expectations are that in the September election the Canadian voters will ratify the pact. As passed by Congress, the duty on Canadian essential oils is reduced to 7½ per cent., instead of 25 per cent. as at present in this country and 10 per cent. in Canada.

Acting Census Director Falkner recently issued a report of the turpentine and rosin industry for 1910, in which year the rosin production in the United States was worth \$18,255,000, an increase over 1909 of 45 per cent. The average price, all grades, was \$9.58 per barrel of 500 pounds, an increase of 40 per cent. over 1909.

"Don't be a Grafter" is the heading of a nicely written article booming the business of a manufacturing concern which recently came to our notice with a request to publish it free of charge. Wonder if the writer knows what "grafting" means?

CORRESPONDENCE

INFANT INDUSTRY SPEAKS UP.

EDITOR AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW:

How much of an investigation did you conduct with regard to the infant industry in California which you mention on page 101 of your July issue, four lines from the bottom of the page, in your article on "Orange Oil Case Settled at Last"?

Believe me, the stiff breeze has not yet started to blow which will wind up this particular industry in a cloud of dust.

Take a trip some time from little, old, provincial New York, which was what I did some several years ago, and, although I like to visit your pleasant little city from time to time, having been born there, a map of the United States, which will be furnished you by any of the railroad people free, will show you that California occupies a considerable stretch of territory on the western coast, and a further and more particular investigation will locate this infant industry for you. Also a reference to your subscription files will show you that the same infant industry gets your good paper every month, and the fact that the subscription is paid for will serve to indicate that there is yet some coin in the coffers of the infant.

A reference to the files of this infant will show that there is not a state in the country to which its products are not shipped in greater or less quantity, the same orange oil, whether essential or fruit, being one of its fifty-seven best sellers.

All this for your information and enlightenment, and whenever you can take the trip, you will receive a hearty welcome from the infant industry, and you may see some things which will be of considerable interest to you.—Very truly yours,

RESOLEUM PRODUCTS COMPANY,
H. P. D. KINGSBURY.

Redlands, Cal., July, 1911.

AN EXTRACT MAKER SEEKS LIGHT.

NEW YORK, August 12, 1911.

To the Editor of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW:

SIR.—In the recent case of "The Government vs. S. Gumpert & Co." the enormity of the fine (\$400) was the only feature that caused a shock to the extract manufacturers.

The criminal information filed was worded in such an exaggerated form, the defendant chose to plead "not guilty," hoping that in the publication of the judgment some of the allegations would be modified.

Instances of violations which were not only misbranding on the label, but the product itself a detriment to the health of the consumer, are recorded as "Defendant pleaded guilty and sentence suspended."

Any wonder then, that the manufacturer will take no chances with the interpretation of the law, and enters a plea of "Guilty," although he knows it is to be either a clear case of exaggeration or misunderstanding?

We believe that as the medium of the Extract Manufacturers' Association, and as an exponent of Pure Food Products you should offer to all parties so involved space in your columns for a brief discussion of the case.

In the July issue you have copy of Notice of Judgement 889. Please observe that stock phrase, "It was labeled so as to mislead and deceive the purchaser."

The party to whom the barrel in question was shipped formerly employed absolutely PURE Vanilla for baking purposes. . . in answer to his inquiry, "How to prevent Vanilla from baking out" (a terse question indeed), we responded that inasmuch as a large percentage of the natural Vanillin is volatilized by the heat, we advised that the addition of artificial Vanillin would leave sufficient residue of this active flavoring principle in the Cake, being held there by the mechanical binding action of the resins from the Vanilla Beans.

We deny emphatically that part of the Pure Vanilla was substituted. . . the percentage of resins found in the Extract would prove that it contained the full extractive matter from 10% Prime Vanilla Beans, yet no mention of this fact is made.

In short, it was not a case of misleading and deceiving, because the purchaser knew the contents and the goods were billed as Pure Vanilla with added Vanillin.

It was not a case of substitution because it was not a mixture, but Pure Vanilla *strengthened*.

The shipping clerk failed to follow instructions and write upon the Pure Label "added Vanillin."

Were we to plead "Not Guilty?"

Very sincerely yours,

G. H. LOWELL & Co.

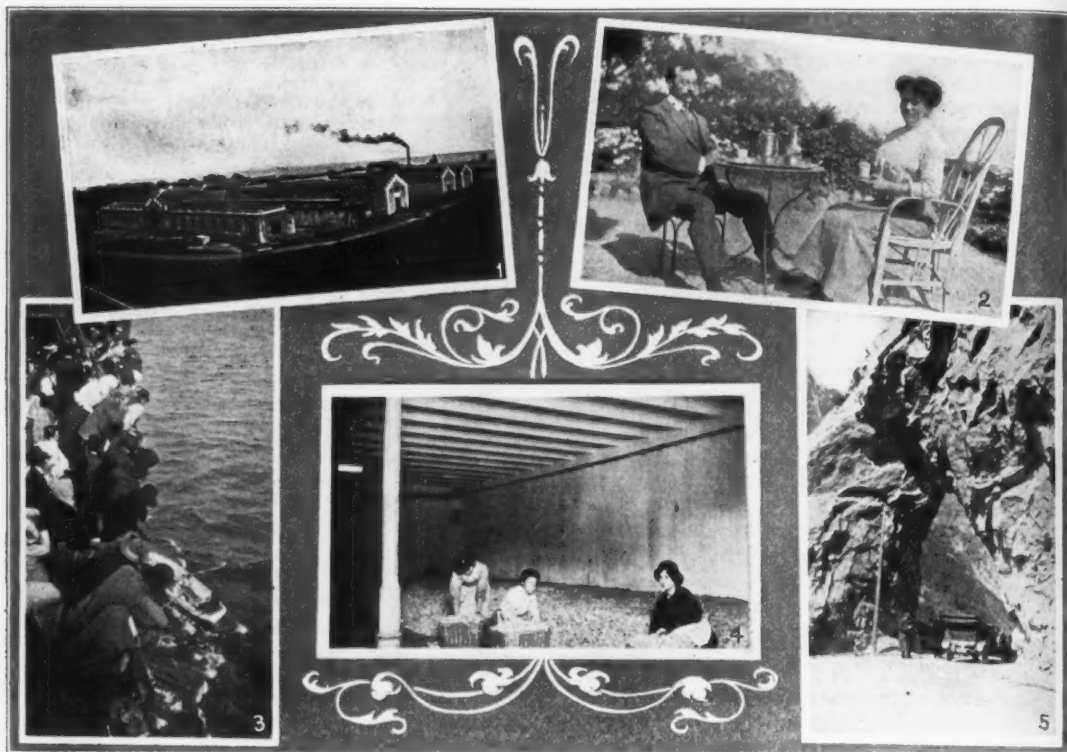
[Instead of answering the query that concludes the foregoing letter we will state one further fact, and then invite our readers to express their opinions.

The government charged the manufacturer with having added cumarin, in addition to vanillin, and this charge the manufacturer has admitted to us as to be true.—Ed.]

PROCESS FOR SCENTING SOAPS.

A. Jonousek, of 24 Königsstrasse, Prag-Karolinenthal, Bohemia, Austria, declares the nature of the invention, protected by British patent of 1910, to be described by the following statement: The object of this invention is to scent neutral soaps by means of substances (e. g. esters or ethers, so-called fruit ethers), which are manufactured in known manner from fusel oil. As there is an over production of fusel oil, perfumes can be prepared from it which in respect of their agreeable odor cannot be replaced by other substances of equal cheapness. In addition to these so-called fruit ethers, such for example as amyl acetate, isoamyl acetate, isobutyl acetate, butyl acetate, the amyl ether of butyric acid, isobutyl, butyrate, the amyl ether of valerianic acid and the like possess the advantage that their agreeable odor is a permanent one and that they are not liable to become rancid as is the case with the agreeably smelling ethereal essences and oils hitherto employed. The ethers, or esters, are added to the soap stock as is commonly usual in the scenting of soaps prior to the congealing thereof, and are thoroughly stirred in. These substances are, it is true, already used for scenting articles of food and dainties, but have not hitherto been used in the soap industry. It has also been proposed to add thymol as a disinfectant and deodorant to the ordinary ingredients of soap and to mix ethereal or essential aromatic oils or essences of fruit with the thymol. The present invention, however, is only concerned with the use of esters or ethers manufactured from fusel oil. The perfume of the various fruit ethers, which reminds one of fresh fruit, is made still more pleasant if they are blended in groups as is the case in the perfuming of sweetmeats and other dainties. A soap scented as above described retains its original, fresh perfume down to the last residue, the perfume attaining its full strength when the soap is used.

SOME MORE REMINISCENCES OF EUROPE.



1.—Plant of Jeancard Fils & Co. at La Bocca. 2.—M. Paul Jeancard and Mme. Jeancard on the terrace of their home, the Villa du Midi. 3.—Taking on the pilot at Sandy Hook. 4.—Rose receiving room in a Grasse Plant. 5.—A picturesque bit of road in the Alpes Maritimes.

The attention of our readers is invited to three errors—one by omission and two by commission—that cast a blemish on the Editor's report of his recent trip abroad. In the first place, no specific mention was made of our intention to publish in this—the August issue—the three groups of photos that now appear. The publication of these groups was put over one month because of lack of space, so no significance attaches to the selection of the first two for the July issue, other than the fact that in them are embodied photos of general interest taken in Grasse.

Secondly, the groups on pages 108 and 110 should have appeared in the reverse order, as reference to the text on page 109 will show; and lastly the date of the return of Mr. Paul Schulze-Berge, Jr., should have been given as July 17, instead of June 17. This also was probably apparent.

In the preparation of this journal we try to use extraordinary care, but the multifarious details seem to be endowed with impish ingenuity in evading even a careful eye, but a comparison of this publication with others will show, in general, a much greater freedom from these annoying slips.

Usually explanations do not explain, but we offer this statement to clear the record.

The photos we now publish were taken, for the most part, during the second stage of the trip, that is in Switzerland and Paris. Not all the firms we visited are represented, as in some cases weather conditions were unfavorable, and occasionally the principals were absent. Practically all the firms are alive to the possibilities of the American market and are doing all they can to give every possible advantage to the American maker of perfumes, etc.

A QUEEN'S COSMETICS 300 YEARS AGO.

Sales of rare books are the rage, both in this country and abroad, but so far old volumes relating to perfumery have not been offered. In a recent sale in London, however, of the manuscripts, etc., of the late Sir Thomas Phillips, an original entry book, sold for \$225, contained among other things an interesting entry, a list of prescriptions supplied to Anne, wife of James I., and Queen Henrietta Maria, entitled "Cosmetica a me prescripta Regin. Magnae Britan: Anne et Henriettae Mariae ab anno 1612 ad 1643."



1.—Plant of Th. Mühlethaler at Nyon. 2.—M. Leon Givaudan. 3.—Staff of Th. Mühlethaler; from left to right, Dr. M. Chatagnier, Mr. Hans Held, Mr. Mühlethaler, Dr. Josef Ziegler, Dr. Laube, Albert Jonneret. 4.—Plant of L. Givaudan. 5.—Plant of Fabrique de Produits Chimique "Flora," S. A., Dübendorf, near Zurich. 6.—Dr. A. Corti and Dr. A. Baur of "Flora." 7.—Plant of Dr. Oehler & Co., Kahl am Main. 8.—Staff of Dr. Oehler & Co.; from left to right, Mr. Otto Polisch, Dr. Martin Roediger, Dr. Oehler, Dr. Hans Müller, Wm. Behnel. 9.—Plant of Compagnie Merana. 10.—Messrs. M. Naef and F. Firmenich, of M. Naef & Co., Geneva. 11.—A picturesque view of the plant of M. Naef & Co.

PERFUMERY AND SOAP AT THE INTERNATIONAL EXPOSITION OF TURIN

By G. L. MAZUYER

Turin, the ancient capital of Piedmont and the Sardinian States, is celebrating this year, with Rome, the fiftieth anniversary of United Italy. Turin is a city of 400,000 inhabitants, situated in the midst of a rich and fertile country, producing an abundance of wheat, maize and grapes; it is also an important centre of the textile, metallurgical and chemical industries. It is called "The Gateway of Italy," and is at least the port of Northern Italy, for with Modena it connects Milan, Florence and Rome with Paris, London and New York.

The Turin Exposition is situated north of the city, along the banks of the Po River, in the vast Parc du Valentin, which forms a particularly beautiful setting for it. The Exposition is international in character, more than fifteen nations participating, and their exhibition pavilions taken as a whole present a rather incongruous appearance as is quite usual in Expositions of this order. Good taste, however, is not lacking and considerable elegance and originality are in evidence. Italy can be justly proud of this grand accomplishment and certainly should receive as her just reward an added impetus to commercial activity in the rich and industrious northern part of the country. The Turin Exposition is an exhibition of the Products of the Arts and Manufacturers, and although the principal exhibit of foreign countries consists of a display of objects of art and luxury, the display of Italy is mainly concentrated on silk manufacture, agricultural machinery, the metal industries in general, chemicals, etc.

The object of this article is the presentation of a report on the Italian and foreign sections pertaining to perfumery, raw materials for perfumery and soap manufacture.

The Italian perfumers came forward, almost unanimously, at the call of the organizers of the exposition. Their stands are situated in the Pavilion of Chemical and Extractive Industries. Their principal exhibit is that of BERTELLI & Co., Milan, probably the most important business of this class in Italy; this firm displays a great variety of perfumes: "Violetta Nivea," "Trifoglio Soave," products for the teeth, "Kinodont"; soaps "Dulcedo" and their specialty "Sapol," an olive oil product, also Sapol, liquid and in leaves; Bertelli also makes a specialty of solid perfumes, "Venus," similar to the German production of the same order. These articles are very agreeably presented, but novel types of bottles, modern labels and paste board boxes are lacking. LA DITTA PIETRO BORTOLLOTTI, Bologna, exhibit their products in a luxuriously appointed Salon. These have trade names, "Parfum d'Or," "Parfum Alba"; all of them have the characteristics of substantial (serious) perfumes. "L'Acqua di Felsina" is an old preparation of Pietro Bortolotti, the founder of the house; this is a toilet water of fine Eau de Cologne type with a very forceful note of Neroli. This product is pleasant and tenacious and is very highly esteemed over all Italy. VALSECCHI & MOROSETTI, Milan, present in an elegant pavilion of flowery arcades, all sorts of perfumery, among them the perfumes "Pompei Profumo," "Poema di Rose" and their "Valmor Sapone." One very beautiful exhibit attracts immediate attention, from the fact of its

being covered with bouquets of violets. The "LABORATORY DES SUBSTANCE ODORANTES DE PARME" has conceived this very attractive manner of presenting their violet specialties, which is all that they exhibit, "La Duchesse de Parme." This successful product is well presented, the stand does not give one the impression of heaviness, which certain of its neighbors do, its delicate ornamentation and lightness are pleasing at first sight.

PUGLESI & MANARA, Catania, display numerous perfumes: "Bouquet Souvenir," "Otello," "Tosca," "Idilla," well put up; "Regina Elera," "Floressenza," "Olezzo di Verbena," and a series "Violette Russe," quite Parisian in style. This concern, together with AUGUSTO HUGONY, of Palermo, represents the contribution of the Sicilian perfumery industry, which is thereby quite as well represented as that of Northern Italy. Hugony specializes in toilet soaps, his soap "Satin" is an excellent product, very tastefully put up. Mention is also merited by the stands of GUIDO COATTI & Co., of Ferrara; RASINI & Co., of Milan; FRECCERI, of Genoa; the PROFUMERIE CASARETO, also of Genoa, who show their "Parfum du Doge" and "Veloutine Mine d'Or."

Great Britain exhibits in a semi-circular Palais built around the large monumental fountain, which is preserved as a memorial of the Exposition of 1898; the numerous stands are very well arranged in this vast pavilion, the whole giving the impression of perfect cohesiveness and by a very pleasing arrangement the attention of the visitor is, upon entering, first attracted by objects of art, porcelaines and faiences, furniture, etc., all in good taste and of high artistic value. The perfumery exhibits come immediately after these. F. S. CLEAVER & SONS show their series "Alluria," "Leolys," which is not wanting in style, and their latest novelty, "The Coronation Perfume," a most seasonable production at the same time a good extract very well put up. In the same gallery JOHN COSNELL & Co. show various fine articles, splendidly presented; perfumes, "Brize d'Azur," "Violette Sublime," "Society Eau du Cologne." The productions of the ERASMIC Co., of London, also do honor to the English manufacturers, besides their soaps, "Peerles" and "Erasmic," are to be found the delicate modern perfumes, "Rose of Lancaster," "Fantasma," etc. There is also to be here seen the modest display of THE ROSEMARINE MANUFACTURING Co., which distills the fine odors from rose, amber and rosemary.

French perfumery is exhibited at the entrance of the special Palais built on the right bank of the Po River, and in truth merits the position of honor at the entrance of the hall which opens on the French section, its proximity with the exhibitions of Parisian tailors and dressmakers gives it a very advantageous setting. The central hall allotted to the perfumers consists of six large Salons, those of MAISONS PINAUD, T. T. PIVER, GELLÉ FRÈRES VIVILLE, J. SIMON and SAUZE FRÈRES.

The very sober stand of PINAUD shows only the latest luxurious novelties of this firm; the series "Thisbe," "Compéador," "Brise de Mai," with incrustations of gold which characterize the very fine mountings. L. T. PIVER has



1.—Mr. and Mrs. Neal and Mr. and Mrs. Pratt, of the To-Kalon Co. 2.—Albert Schaetzer, of Compagnie Morana. 3.—George Hall, of A. E. Gladston, A. Glasewski and P. M. Perroneau, of Gladston & Co. 4.—Rodolphe Pfister, secretary of Société Chimique des Usines du Rhône. 5.—Messrs. Mayer and Boutron. 6.—R. Gattefosse, of *La Parfumerie Moderne*. 7.—Lavender oil plant of Schimmel & Co. at Barrême. 8.—Olive trees at Grasse, showing terraces beneath for violet cultivation. 9.—George Hall and his dogs on board the *Kronprinzessin Cecile*.

furnished a Salon in the most delicate modern art, where he displays his series "Le Trefle Incarnate," "Azura," "Le Lierre Fleuri," also the smart Louis XVI mountings of "Larlette" perfume and one very recent high class production, "Parfum Scarabie," in cut crystal bottles, which are in themselves works of art. PIVER is known to all as producing model artistic perfumes, there is no doubt of "Parfum Scarabie" being considered a most beautiful product in every sense of the word. GELLÉ FRÈRES have a sumptuous stand, over which presides a most Parisian saleslady. The following articles are worthy of remark: "Noblesse Oblige," "Royal Embleme," "Adoreis," "Seduction" are perfumes very pleasingly treated. The perfume "Corollis" is an innovation, it is very volatile, very warm, a tone of rose with a deeper note which seems to be that of ambrette; its mounting is an original flask, the stopper of which is a crystal capsule. At this stand the Book of Gold of GELLÉ FRÈRES is to be seen, it is rich in numerous autographs, among others, those of M. Mes Lantelme, Geniat, Trouhanowa, Regina Badet, Arlette Dargere, Dieterle, Lillian Greuze, as well as photographs of these charming ladies taken at their homes. VIVILLE exhibits an imposing group in plaster representing the Sirens, about which is displayed his superbly odorous perfume "Orior." At the center of the large hall, which is enclosed by the Grand Salons, is to be found the show case of the SOCIÉTÉ HYGIENIQUE DE PARIS and the dentifrices of DOCTOR PIERRE, and in addition to these, in a nearby gallery (not advantageously situated), the delicate presentations of the PARFUMERIE DE GABILLA, "Le Bouquet De Gabilla," "Les Jeux et Les Ris," "Tout le Printemps," "Folle Passion," mountings very Parisian, very feminine. Nearby are the exhibits of MAISONS GODET, DAYER, WIGGISHOFF, MOUILERON.

This completes the description of the perfumery section. There remains, however, to mention that in the Russian exhibit, the LABORATOIRE CHIMIQUE DE ST. PETERSBOURG shows a small number of specimens of extracts and toilet waters.

A small show case, of little importance, is to be noted in the Hungarian department, and this is all.

A careful search of the German Pavilion does not disclose the slightest trace of a perfumery exhibit.

The United States section had at each door a placard bearing the word "Chiuso," which means closed. From the Curator of the American Exposition the information that there was no exhibit of perfumery was obtained. Why, Messrs. American Perfumers?

The exhibits of raw materials come partly under the classification of perfumery, and in part classified as Chemical Products. Among Italian manufacturers GIOVANNI VARINO should be noted for his essences of peppermint from the District of Pancalieri and Salomone at Turin for samples and types of native essential oils of peppermint, myrtle, rosemary, green absinthe, blue (?) absinthe, lavender, santonin. No manufacturers of synthetics are mentioned because this industry is not developed in Italy, but returning to the exhibitions spoke of above the distillates of peppermint are interesting for their fineness, the culture of peppermint is, moreover, increasing in Piedmont, but you Americans, who produce many thousands of kilograms of this essence, can still smile at this fact.

Among the foreign sections who are not, properly speaking, specialists: THE BRITISH DRUG HOUSE Co., with various essential oils and synthetics; BOAKE, ROBERTS &

Co., who makes a specialty of flavoring extracts, and the WELCOME LABORATORIES for chemical research who show a series of interesting studies in chemical derivatives.

The Japanese Stand, very exotic, is lost in a vast gallery, being somewhat out of the way; the true instance of the perfume leads one to it, the emanations of camphor serving as a guide: Essence of peppermint, liquid and crystallized, and menthol figure abundantly in the midst of the peppers and gingers displayed by KUSUKE KOBAYASHI, of Yokohama, and by WATANABE, of Yamagata.

The French participation as to raw material is again important. ROURE-BERTRAND FILS, Grasse, fine extracts and concretes; RAPHAEL-CARBONEL, Vallauris, distilled waters of orange-flower, and rose, oils of Neroli and of peppermint; PARFUMERIES DE SEILLANS, property of Madame la Vicomtesse de Savigny de Montcorps, enflourage extract of Jasmin, and essential oil of native peppermint. The MAISON BAUBE, of Paris, shows some extracts among its numerous special pharmacopeal products, which accord with the new French Codex, although essential oils have indeed almost completely disappeared from the Pharmacopoeia. JUSTIN DUPONT, Argenteuil, exhibits a very complete show case of all his interesting products, "Violette Alpha" and "Beta," "Lillium," "Phixia," "Reseda" and his "Rose J. D." MAISON DE LAIRE shows numerous rare derivatives, isolated in its laboratories, and which strongly attracted the writer's attention; a complete list of them would be long and only of interest to the specialist. The following are, however, noted: "Orthovanilline," "Ethyle and Methyle Vanillates," "Rhodinic Acid," and among the other various studies of musk, "Trinitrobutyltoluene," also pure caffeine from Sanka and the "Synthetic Camphor." Particular notice is merited by the contents of three small display cases, the exhibit of the SOCIÉTÉ CHIMIQUE DE FRANCE, in which various studies on organic chemistry emanating from the laboratory of M. A. Haller, member of the Institute of France. L'ÉCOLE DES HAUTES ÉTUDES COMMERCIALES displays a complete series of derivatives and synthetic products, made by Dr. E. Charabot; and finally the exhibit of MAISON L. T. PIVER which combines the grace of a beautiful display was the number and rarity of the organic compositions exhibited.

Common soap manufacture seems very well developed in Italy, several large companies are established in the Piedmont region. LA SAPONIFICIO FRATELLI HENN, at Rivoli, near Turin, exhibit in the perfumery section a monument made of soap cakes, it is a bust of King Humberto I, supported on a tablet bearing the arms of Rome and Turin, the bull and she-wolf, mounted on a pedestal formed of cubes of soap in the national colors. On a stand close by is the SOCIETÀ ANONIMA DE SAPONERIE & STEARINERIE RIUNITE, a powerful concern with very large factories at Lingotto near Turin and at Cornigliane, near Genoa. This firm exhibits various types of its productions, common white soaps, soaps for the dyeing trade, glycerine and fatty materials; and an immense panel bears the trade names of their numerous products. Soaps: "Colombo," "Aquila," "Leopardo," "Abrador," "Unione," "Girasole."

In concluding this article we would state that it does not seem that the foreign perfumers have any reason at present to fear any great competition from the local manufacturers and less as to perfumery-de luxe than in soap manufacture. The latter industry is making great progress in Italy, and the Marseillaise industry notably is losing an important market and must soon compete with another bidder for export business.

PURE FOOD AND DRUGS

A Study in the Comparative Jurisprudence of the United States and Great Britain

By ERNEST J. PARRY, B. Sc., F. I. C., Barrister-at-Law.

(Continued from page 115, July, 1911.)

When we come to the question of warranties or guarantees, a marked difference between the English and the American Law is apparent. In Great Britain the question of warranties is dealt with in the following sections:

Sale of Food & Drugs Act, 1875, Section 25.—This section reads: "If the defendant in any prosecution under this act prove to the satisfaction of the court of justice that he had purchased the article in question as the same in nature, substance and quality as that demanded of him by the prosecutor, and with a written warranty to that effect, that he had no reason to believe at the time when he sold it that the article was otherwise, and that he sold it in the same state as when he purchased it, he shall be discharged from the prosecution, but shall be liable to pay the costs incurred by the prosecutor, unless he shall have given due notice to him that he will rely on the above defense."

Sale of Food & Drugs Act, 1899, Section 20.—A warranty or invoice shall not be available as a defense to any proceeding under the Food and Drugs Acts unless the defendant has, within seven days after service of the summons, sent to the purchaser a copy of such warranty or invoice, with a written notice stating that he intends to rely on the warranty or invoice, and specifying the name and address of the person from whom he received it, and has also sent a like notice of his intention to such person.

The person by whom such warranty or invoice is alleged to have been given shall be entitled to appear at the hearing and to give evidence, and the court may, if it thinks fit, adjourn the hearing to enable him to do so.

A warranty or invoice given by a person resident outside the United Kingdom shall not be available as a defense to any proceeding under the Sale of Food and Drugs Acts, unless the defendant proves that he had taken reasonable steps to ascertain, and did, in fact, believe in, the accuracy of the statement contained in the warranty or invoice.

Where the defendant is a servant of the person who purchased the article under a warranty or invoice he shall, subject to the provisions of this section, be entitled to rely on section twenty-five of the Sale of Food and Drugs Act, 1875, and section seven of the Margarine Act, 1887, in the same way as his employer or master would have been entitled to do if he had been the defendant, provided that the servant further proves that he had no reason to believe that the article was otherwise than that demanded by the prosecutor.

Where the defendant in a prosecution under the Sale of Food and Drugs Acts has been discharged under the provisions of section twenty-five of the Sale of Food and Drugs Act, 1875, as amended by this act, any proceedings under the Sale of Food and Drugs Acts for giving the warranty relied on by the defendant in such prosecution, may be taken as well before a court having jurisdiction in the place where the article of food or drug to which the

warranty relates was purchased for analysis as before a court having jurisdiction in the place where the warranty was given.

Every person who, in respect of an article of food or drug sold by him as principal or agent, gives to the purchaser a false warranty in writing shall be liable on summary conviction for the first offense to a fine not exceeding —, unless he proves to the satisfaction of the court that when he gave the warranty he had reason to believe that the statements or descriptions contained therein were true.

Apart from the above two sections, the only other sections having any material bearing on the question of warranties are Section 27 of the 1875 Act, which deals with the question of forged or false warranties, and Section 7 of the Margarine Act, which allows an invoice which would not otherwise amount to a warranty, to be used as a warranty under the above sections.

There is no branch of Food and Drugs Law in Great Britain that has been the subject of such conflicting decisions as the question of warranties. After many judges have decided case after case, often in contrary senses, owing to the vague indefiniteness as to what is a warranty as laid down in the acts themselves, the question may now be said to have assumed definite shape—or nearly so—by the most recent decisions of our high courts, which have thrown over many of the earlier decisions, and may be said to have almost definitely settled the question as to what constitutes a warranty. The gradual change in the manner of looking at the question may best be illustrated by reference to a few of the leading cases on the subject.

In considering what constitutes a warranty one has first to look at the principles of the general law applicable to the question. The following facts then must be borne in mind: (1) Where goods are bought and sold by description the buyer is entitled to treat that description as a warranty that the goods are of the quality described. Such an implied warranty does not, however, appear to be sufficient for the purposes of these acts, and a more definite warranty is demanded; (2) A warranty given after the contract is completed is usually void, as there is now no consideration to support it.

One of the earliest cases is that of *Rook v. Hopley*, in which the defendant sold adulterated lard, and relied on an invoice which merely described the article as "Lard." It was held that this was not a good warranty. Then came the case of *Harris v. May*, where a dairyman bought his milk supply under a written contract from a farmer, who agreed to sell "new and pure milk each and every day for six months." It was held that this was not a sufficient warranty, as it was general in terms, and should have been specific for each parcel delivered. This decision has been much criticized, and appears to be on the borderline in the present state of the law.

In the *Farmers' Dairy Co. v. Stevenson*, it was held that a general warranty in practically the same terms as those

of *Harris v. May*, fortified with a label on each container "warranted genuine new milk with all its cream on" did constitute an effective warranty.

In *Watts v. Stevens* a written warranty was given in the following terms: "I guarantee that the milk supplied by me to Mr. Stevens is perfectly pure and with all its cream as the cow gives it." It was held that there was not evidence to connect the written warranty with the delivery in question, and that therefore it was not a good defense. It is very difficult to reconcile this decision with the latest one, namely, *Draped v. Newnham*, where the warranty reads: "I hereby guarantee and warrant that all milk supplied by me to you is of the nature, substance and quality demanded by law, and I give you this warranty for the purpose of the Sale of Food and Drugs Act, 1899." In this case it was held that the warranty was connected with

a special delivery, and was therefore a good defense in law.

Reviewing all the decisions of the question, it may fairly be stated that the trend of modern decisions on warranties amounts to this:

(1) The warranty to be a good defense must be given at or before the time of sale, but that invoice may, under certain circumstances, constitute the sale contract as well, and therefore an invoice stating the article to be pure may be a complete warranty, but will not be so, if a previous sale note has been given.

(2) The warranty must make it clear that the goods are pure.

(3) There must be sufficient evidence to connect a given delivery with a given warranty, or the defense will fail.

CHEMISTRY AND THE PERFUMERY INDUSTRY

By S. ISERMAN.

(Second installment. Continued from page 84, June, 1911.)

OSMOPHORES.—(Odor Groups)—By the term *osmophores* George Cohn, one of the best known authorities of today, designates those peculiar groups among the organic bodies which are the special bearers of agreeable odor. The groups can be classified as follows:

—O H	or the Hydroxyl group.
—O—	" Ether "
—C O H	" Aldehyde "
—C O—	" Keton "
—C O ₂ H	" Carboxyl "
C O O—	" Lacton "
—C ₆ H ₅	" Phenyl "
C ₆ H ₅ —O—	" Phenylether "
—C N	" Nitril "
—N O ₂	" Nitro "
—S C N	" Sulfocyan "
—N —N	" "
— / N H	" Azoimido "

The above-mentioned groups are mainly responsible for the creation of well smelling bodies.

Each odor exists either by itself or in combination with other groups and in that way form different types of odor. When an odor is composed of more than one group it can be properly constituted by the different methods known to chemists. Some of them will be described in the latter part of this article.

To the *Hydroxyl* group belong all alcohols, whether *Terpen Alcohols*, as for instance linalool, geraniol, citronellol; or *Fatty Alcohols*, as for instance octyl, nonyl and decyl alcohol, or *Aromatic Alcohols*, as cinnamic alcohol, phenylethyl alcohol, etc. The presence of the hydroxyl or alcohol group can be proven by oxidation, forming aldehydes, ketons or directly acids.

To the *Ether* group belong eucalyptol, which is of very little importance as a perfume body.

Outside of cineol (eucalyptol) there is hardly anything of interest to the perfumer belonging to this group. Presence of this group can be proven by saponification with diluted caustic alkali whereby the ether splits in its two component parts.

To the *Aldehyde* group belong benzaldehyde, commonly known as artificial oil of bitter almonds, phenylacetaldehyde, commonly sold by the name of jacinth, vanillin, aubepin and others.

Presence of this group can be constituted by its combination with hydroxylamin, phenylhydrazin or bisulfite of soda with which it combines without any difficulty.

To the *Keton* group belong iron, ionone, jasmon, tuberon and camphor. Presence of this group is generally proven the same way as the aldehyde group.

To the *Carboxyl* group belong all the fruit, ethers, benzyl acetate, linalyl acetate, methyl anthranilate, etc. Presence can be proven by saponification with alcoholic alkali whereby the salt of the acid is formed and the alcohol is liberated.

To the *Lacton* group belong coumarin and its homologue. Lacton group can be proven by saponification with caustic alkali whereby the hydroxyl as well as the carboxyl groups are freed and constituted in the known way.

To the *Phenyl* group belongs the whole series of aromatic compounds. Its presence is proven by the peculiar color produced by iron chloride solution.

To the *Phenylether* group belong paracresolmethylether, anisol, anethol, eugenol, safrol and others. Presence can be proven by the phenol and ether reaction as given above. Ether is saponified and the phenol is found by the color reaction with iron chloride solution.

To the *Nitril* group belongs benzyl cyanide, for instance. Same is, however, of very little importance to the perfumer. Presence of this group is proven by the strong ammonia smell given off in the presence of alkali.

To the *Nitro* group belong all the artificial musk products as well as nitro benzol, etc. This group is proven by the deflagration of the compound if heated in open fire.

To the *Sulfocyan* group belong all the artificial mustard oil compounds. This group is proven by the peculiar coloring produced if heated in the presence of alkali and ferric sulphate forming iron rhodinates.

To the *Azoimido* group belongs the paramethylazoimido-benzoicether, which has the odor of a sweet violet or

violet and jasmin. Presence is proven by the liberation of nitrogen if heated with diluted sulphuric acid.

Dividing the odorous compounds in the above mentioned groups is in reality of more importance to chemistry than to perfumery. Groups cannot be so defined as to represent just one special odor. Very often one osmophore or odor group can be substituted for another without changing the actual character of the odor. For instance, while the odor of benzaldehyde is almost identical with that of nitrobenzol, still they belong to different groups altogether:

Benzaldehyde group— $C O H$.

Nitrobenzol group— $N O_2$.

Of course there is always a difference in the nuance or shade of odor. But it is this nuance or shade of odor which the perfumer chemist makes use of for the purpose of misleading the copier of scents. Naturally, a perfumer who is not acquainted with the chemistry of odors is at a disadvantage as far as building up of inimitable perfumes is concerned.

It is very interesting to know how easy it is sometimes to change one group into another, thereby producing a different character of odor. Take for instance: Benzyl acetate, belonging to the carboxyl group, which has the odor of jasmine flowers. By saponification it is changed to benzyl alcohol, belonging to the hydroxyl group, which in reality has little or no odor and acts simply as a carrier of odors. Benzyl alcohol can be oxidized to benzaldehyde, belonging to the aldehyde group, which has the odor of bitter almond oil, in fact the essential oil of bitter almonds contains about 90 per cent. benzaldehyde. Benzaldehyde can be further oxidized to benzoic acid—a certain carboxyl compound. Same is almost odorless, can be used in perfumery to a small extent as fixer and holder. It also is used as a preservative. Can be combined with ethyl alcohol forming ethyl benzoate having a fruity odor, and is entirely different in every respect from any of the above-mentioned chemicals. By means of an electric current it is changed back to its natural state, namely benzyl acetate.

A good perfumer, aside from recognizing the difference in odorous materials, must have the faculty of memorizing their nature, as otherwise he will be unable to classify them correctly. There are perfume chemists who know several hundred different odors and are capable of distinguishing them without the least hesitancy.

Judging the value of an odor in concentrated form is rather difficult and can only be developed by training the olfactory nerves. But most of the people cannot adapt themselves to it on account of some strong scents producing insensibility for other odors.

There are also individuals who believe to detect odors which are not present; no doubt they are suffering from odor hallucination.

Other people, whose sense of smell is absolutely normal to most odors, cannot detect certain pronounced odors, like vanillin, ionon, benzaldehyde, etc. It seems that these people are suffering from a sickness of the olfactory organs similar to the well-known disease of the ophthalmic nerves ordinarily spoken of as color blindness.

"It is interesting to know that while women are more sensible to the quality of odors, men are much more sensible to the quantity of odors."

Michaels and Brown have proven by experiments that men have the double sensibility of recognizing smell in

minutest quantities. No doubt if men would not indulge in the use of tobacco and spirituous liquors their sense of smell would not only be superior quantitatively, but qualitatively as well.

Zola and Tolstoi in a way pretend that there exists a certain connection as far as the use of perfumes by woman is concerned toward the attraction of the opposite sex. Women have learned this by intuition, which, in a great measure is responsible for the popularity of the perfume industry.

An insight into the chemistry of scents leads us to divide the same in two different classifications. Each classification signifies a certain existing relation between a natural perfume body and its place among its chemically related compounds.

Terpenes and Sesquiterpenes.

Terpenes, chemically known as olefin hydrocarbons of the formula $C_{10} H_{16}$ (Isopren formula $C_5 H_8$, only exception) are present in almost all ethereal oils. Hydrocarbons of the formula $C_{15} H_{24}$ are in reality of very little importance to the perfumer, as in the condition they are in, they cannot be utilized in perfumery. Of importance to the perfume chemist is *Pinene* (a principal constituent of oil of turpentine) out of which terpineol is made in an indirect manner. Terpin hydrate $C_{10} H_{16} O H$ is being formed first, when treated with diluted phosphoric acid it gives terpineol, which is of considerable importance to the perfumer. As far as terpinhydrate itself is concerned, it acts only as an intermediary. Terpinhydrate is a perfectly white odorless crystalline body used in medicine for coughs, colds, lung trouble, etc.

Next of importance is limonen, which by the way, is of no value to the perfumer, but which is used by the perfume chemist for the production of artificial lemon and orange oil as well as artificial neroli. The use of natural neroli has been done away with almost entirely as a good quality of synthetic neroli replaces the high-priced natural product advantageously. As far as other terpenes are concerned, as for instance, fenchene, sylvestrene, terpinene, thujene, menthene, terpinolene, phellandrene, dipentene, etc., they are of no importance whatever to the perfumer.

Sesquiterpenes are more or less of importance to the perfume chemist as well as to the perfumer. Sesquiterpenes are present in a good many ethereal oils, take for instance cadinene which is found in oil of ylang ylang, patchouli and oil of cade. The last one acts as means of resource out of which cadinene is easily isolated.

Caryophyllene, which is present in considerable proportions in oil of cloves. Caryophyllene can be used to some advantage in perfumery, especially for producing carnation scents. It takes but a small quantity of caryophyllene to improve the quality of a carnation odor.

Santalene, which is present in sandalwood oil, is not of very much importance, as it is santalol the alcohol which gives the special odor to sandalwood. Santalol is present to the extent of 93 to 98 per cent. in first qualities East Indian oil. Other terpenes and sesquiterpenes will be mentioned later under the heading, "Terpenes and Their Value as a Flavor in Food Products," will be discussed. Speaking of terpenes in general, it should be mentioned that thanks to the efforts of Otto Wallach, who has given the matter of terpenes and their derivatives his life's study, we know the exact nature, constitution and proper classification of the terpenes. We ought to be thankful to him for the thorough study, his tireless efforts,

patience and energy. Wallach started his investigation of terpenes in 1884, when very little was known about the constituencies of essential oils, and completed his works in 1909.

A book on "Terpenes and Camphor" was published by O. Wallach, Leipzig, 1909. Those who are interested in terpenes should get a copy of this most valuable volume. Hesse states that it must not be forgotten that Wallach had no legacy left him as far as terpenes are concerned, excepting in singular instances. In other words, he had no other people's experience to go by.

The terpenes and their importance as flavoring material in food products and beverages. The terpenes and sesquiterpenes are of much more importance as flavoring material in food products and beverages than they are as scents in perfumery. Limonene, for instance, has been the subject of a great deal of controversy. The general opinion is that limonene is absolutely valueless as a flavor. But, to be exact, this is not the case at all. My own experience has taught me that limonene has a distinct lemon flavor and odor. True, limonene is not very soluble and resinifies easily, therefore a great deal of fault is found with lemon, orange, lime and mandarin oils, as these are principally composed of limonene. Nevertheless, a flavoring extract of lemon, orange, lime or mandarin containing no limonene has not the refreshing fruit flavor as the one which does contain it. It is too bad that the keeping quality of this terpene is so bad. Several chemists have been working for quite some time trying to solve the problem how to keep the above-mentioned oils and extracts, and the time will come when this will be accomplished, also when these oils will be made much more soluble. I quote Rudolph Knoll, who expresses himself as follows:

"Limonene $C_{10}H_{16}$, also known under the name of Citren, hesperidene, aurantien or carven, is the constituent part of a good many ethereal oils (lemon, orange, orange flowers, bergamot, caraway and nutmeg oil). Limonene is easily obtained from orange oil (orange oil contains about 95 per cent. limonene). Boiling point, 175-176°, smells lemony."

George Cohn says limonene smells agreeably lemony.

Other terpenes affecting the odor present in citrus oils are dipentene, phellandrene and pinene.

Oil of Juniper Berry is an oil which is being used to a very great extent for the manufacture of gin, a drink which is getting very popular on account of its medicinal value. This oil is composed of two terpenes almost entirely, namely cadinene and pinene.

Oil of Pepper is principally composed of phellandrene.

Oil of Angelica, which is very aromatic and is used for bitters, cordials, etc., contains phellandrene.

Oil of Cloves. Although the principal constituent is the phenol eugenol, still a great deal of the character of clove oil depends upon the terpen caryophyllene. We are all acquainted with the importance of cloves as a flavor.

Oil of Dill contains d. limonene, carvene and phellandrene.

Oil of Ginger contains camphene and phellandrene.

Oil of Orange Flower contains pinene, camphene, 1 limonene and dipentene.

Oil of cinnamon (Ceylon) contains phellandrene and pinene.

Oil of Hops contains phellandrene.

Oil of Mace contains pinene and dipentene. A good

many other important oils can be mentioned in which the presence of terpenes plays quite an important role.

As far as the most of the above-mentioned oils are concerned, the principal odors do not depend upon the presence of terpenes, although in a good many cases, as in juniper, ginger, hops, etc., it does. It is my contention that the terpenes complete the odor of a great many essential oils and make them, so to speak, more agreeable, fragrant and aromatic. Oils freed from terpenes, excepting orange and lemon, are not what they are claimed to be, as a great many valuable constituents are not present in the oils freed from terpenes.

(To be continued.)

SOAP FACTORIES IN DOMINICAN REPUBLIC.

(From Consul Philip E. Holland, Puerto Plata.)

The manufacture of soap has become one of the first industries in the Dominican Republic. Two factories, one in Puerto Plata and one in Samana, have been in operation for about twenty years, and the growth of their business has been commensurate with the commercial progress of the republic.

While there is a protective import tariff on soap, there are also import duties on the raw materials and a local stamp tax on the finished product. Many of the well-known American brands are sold in the local shops. In 1909, however, the output of the local factories amounted to 1,250,000 pounds, the wholesale value of which was \$300,000. This includes common laundry soap and many varieties of scented and unscented toilet soaps. The entire product is consumed in the republic.

Each factory pays an annual license of \$365. In addition to the duties on raw materials and the license for operating there is a national stamp tax on the finished product of one-sixth cent per pound on common soap, one-fourth cent per pound on scented common soap, and 1 cent per cake on fine toilet soap.

IMPORTS OF RAW MATERIALS—POWDERS AND PERFUMES.

The following materials for the manufacture of soap are imported from the United States: Sulphur, soda ash, glycerine, coloring powders, various essences, palm oil, caustic potash, carbonate of potash, rosin, silicate, silex, caustic soda, tallow, terra alba, and ultramarine. The local market supplies the coconut oil and some tallow.

In addition to soaps, many varieties of toilet powders and perfumes were manufactured by these factories until 1905, when a revenue act passed by the Dominican Congress practically forced the local products off the market. Until recently the imported toilet articles could undersell those manufactured in the republic. The manufacturers are now hopeful that the act of September, 1910, placing heavy import duties on powders and perfumes, will enable them to place these articles again on the market.

Perfumery Trade in Panama.

According to a report from the Acting British Consul-General at Panama, the total imports of perfumery and allied materials into the Republic for the past statistical year amounted to £9,730, as against £9,123 for the previous year. The British trade more than doubled during the year, chiefly at the expense of French perfumers. The German trade also marked an increase, while the American trade was almost stationary.

COCOANUT OIL OF HIGH IODINE VALUE.*

By W. D. RICHARDSON.

Recently several shipments of alleged cocoanut oil were received by a large concern, and these shipments when analyzed gave iodine values of 18, 20, 24 and 21 respectively. A little later another shipment of alleged cocoanut oil was received by the same concern from another manufacturer, and this oil showed an iodine value of 20.

One of the principal chemical characteristics of the ordinary cocoanut oil of commerce, pressed from copra, is its low iodine absorption, the iodine number in a large number of instances being very close to 8 per cent. When, therefore, the high iodine values were found, in the cases of the shipments referred to, an investigation was started, which resulted in finding the cause of the high iodine values.

It was found that the oil in question came from two manufacturers, both located in the United States. Both of these manufacturers, upon being questioned, stated that their oil was pure cocoanut oil and that nothing but cocoanuts were used in its preparation. Upon being questioned further they both admitted that their oil was not pressed entirely from copra, but that considerable proportions of the waste material from desiccated cocoanut factories entered their presses. They stated that they used no unusual methods or extreme temperatures in the preparation of their oil and they failed to understand the reason for their oil showing different constants from the ordinary oil of commerce.

The waste material from the desiccated cocoanut factories consisted of parings of the rind from the cocoanut meats, and when this fact was ascertained it was thought best to procure some fresh cocoanuts and extract the oil from the meats and from the rind, in order to determine whether or not any difference in the oils from the two tissues existed. Accordingly a dozen cocoanuts were purchased, opened and the rind pared off from the meats. Both lots of the material were then dried separately at low temperatures and the oil extracted by means of ether. The following results were obtained:

	Iodine number. per cent.	Titer deg. C.
Oil extracted from the meats of cocoanuts	8.90	23.3
Oil extracted from the rind.....	40.25	25.5

The other constants, such as saponification number, were found to be identical with those obtained in the case of the ordinary cocoanut oil of commerce. The titer, as shown by the above figures, is slightly higher in the case of the cocoanut oil from the rind. These figures plainly indicate a considerable difference in composition between the oil from the rind of the cocoanut meats and from the meats themselves. The rind is such a small percentage of the whole kernel that in all probability the oil derived from this source does not affect to any considerable extent the ordinary oil pressed from copra. On the other hand, when considerable quantities of parings are pressed, either separately or mixed with copra, the iodine value of the resulting oil is considerably increased.

These results are of importance inasmuch as the oils which would be most likely to be used for adulterating cocoanut oil would have the same effect upon the ordinary

cocoanut oil of commerce, as does the cocoanut oil from the rinds.

The present case appears to be another instance of the well-known phenomenon of vegetable physiology, that adjacent tissues in plants may contain oils of very different composition—a fact which is well exemplified in the case of palm oil and palm kernel oil.

The above results indicate that a cocoanut oil of relatively high iodine value is not necessarily adulterated by a foreign oil, although it can hardly be known as "cocoanut oil" in the ordinary commercial sense of the term, inasmuch as cocoanut oil has long been understood in commerce to mean an oil pressed from copra, that is, the whole dried cocoanut meat.

It was thought that the above facts were of sufficient interest to the oil and fat industries to warrant publication.—*Laboratory of Swift & Company, Chicago, July, 1911.*

NEW CORPORATIONS.

F. Hoffman Sons, Inc., has been incorporated at Newark, N. J., to deal in extracts, mineral water, etc., with capitalization of \$100,000.

California Perfume Co., Suffern, N. Y., has been incorporated to manufacture perfumeries, toilet articles, etc., with a capitalization of \$200,000, by D. H. McConnell and A. D. Henderson, of Suffern, and W. Scheele, of New York City.

Kalamazoo Soap Co., Kalamazoo, Mich., has increased its capital stock from \$5,000 to \$10,000.

Philippine Soap Co., capital \$50,000 gold, will at once begin the manufacture of laundry soaps at Manila, later taking up the manufacture of toilet soaps.

Non-alcoholic Extract Co. has been incorporated in St. Louis, with capital stock of \$25,000, by W. E. Witherspoon, E. Rollin Barnes and Geo. J. Heieck.

B. Ackerman Co., Manhattan, New York City, has been incorporated with \$100,000 to manufacture perfumes, spices, etc., by J. D. Wetmore and J. Wetmore, New York City, and H. Kasberg, Mount Vernon.

A. E. Pomeroy Co., Newark, N. J., has been incorporated with \$100,000 capital stock to manufacture cosmetic preparations, etc., by A. K. Pomeroy, G. K. Sherer and E. T. Williamson, of Newark, N. J.

Claro Soap Co., Duluth, Minn., has been incorporated by Emil A. Swensen, Arne Basilier and M. N. Putnam.

Kopp's Baby Friend Co., York, Pa., has been incorporated with \$100,000 capital stock to manufacture toilet articles, by C. Robert Kopp, E. Rebecca Kopp and C. E. Deveney.

W. A. Pearson, chief chemist for the Smith, Kline & French Co., Philadelphia, attended the recent annual meeting of the American Chemical Society, which was held in Indianapolis. His family accompanied him.

H. J. Coney, of Spencer Kellogg & Sons, Buffalo, has returned from an extended tour of the Northwest, where he investigated trade conditions.

*Journal Industrial and Engineering Chemistry.

PURE FOOD AND DRUG NOTES.

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, newspaper items, etc., relating to perfumes, flavoring extracts, etc.

STATE.

NORTH DAKOTA—In the June bulletin of the State Food Department the following analysis is reported:

7691—Lemon Flavor. No-Al. Composed of oil of lemon, glycerine and vegetable gum. C. H. Swart, Newark, N. J. Found to contain .77% of oil of lemon. Illegal.

CALIFORNIA—Prof. Jaffa reports that sample 1159, lemon extract, manufactured by Wellman, Peck & Co., San Francisco, was mislabeled, in that it was low in lemon oil.

OHIO—Twenty-fifth annual report of Commissioner Renick W. Dunlap has just been issued. Of 91 samples of extracts, essences and flavors examined during the year, 44 were deficient and there was one prosecution in connection with a sample of lemon extract.

KANSAS—The following food analyses are reported in the bulletin for June:

9399—"Exposition Band Lemon Extract. Serial No. 3891." Blanke-Baer Chemical Co., St. Louis. Lemon oil, 2.3 per cent. Illegal.

ILLEGAL TERPENELESS LEMON EXTRACTS.

"Products sold for lemon flavoring conform either to the standard for lemon extract or to that for terpeneless extract of lemon, and the label shows to which of said standards they conform."—*Kansas Food and Drug Standards*, page 18.

2800—"Flavor of White Star Lemon, for Ice Cream, Pastry, etc. Artificially colored." White Star Medicine Co., St. Joseph, Mo. Lemon oil, 0.4 per cent. Citral, 0.07 per cent. Illegal.

2895—"XXXX Brand Terpeneless Lemon Extract Comp., Lawrenceburg, Ind." McCullough Drug Co., Lawrence, Ind. Citral, 0.05 per cent. Illegal.

5575—"Ayres' Brand Terpeneless Extract Lemon." Packed from Kansas City Wholesale Grocery Co. Citral, 0.10 per cent. Illegal.

7798—"Banner Brand One-Quarter Standard Strength Terpeneless Lemon Flavor." Packed for Theo. Poehler Mercantile Co., Lawrence, Kan. Citral, 0.10 per cent. Illegal.

7798A—"2 oz. Full Measure American Beauty Brand Terpeneless Half-Strength Lemon Flavor; 40 per cent. alcohol." Manufactured for Kansas City Wholesale Grocery Co., Kansas City. Citral, 0.06 per cent. Illegal.

9381—"Standard Flavor of Lemon." Manufacturer, Parkhurst-Davis Mercantile Co., Topeka. Lemon oil, 0.08 per cent. Citral, 0.005 per cent. Illegal.

9387—"Orchid Brand Terpeneless Half-Strength Lemon Flavor." Manufactured for Bitman Tood Grocery Co., Leavenworth. Citral, 0.01 per cent. Illegal.

FEDERAL.

Ban Against Saccharin Effective January 1.

The last work on saccharin is that the recent Federal decree against the use of this article in food products will not become effective until January 1, 1911, six months' postponement having been granted to the manufacturers by the pure food authorities at Washington.

(Notice of Judgment 856, Food and Drugs Act.)

Adulteration and Misbranding of Orange Extract.

On or about March 15, 1909, the Paul Manufacturing Co., Boston, Mass., shipped from Massachusetts into the District of Columbia a consignment of a drug product labeled: "Egyptian Deodorizer and Germ Killer." * * * and on May 20, 1909, said company shipped from Massachusetts into Rhode Island a quantity of a food product labeled: "Quality Brand Extra Concentrated Flavor of Orange. Packed for Importer Branch, Ltd." Samples were analyzed by the Bureau of Chemistry and the "Egyptian Deodorizer and Germ Killer" was found to

consist of wood of some species of coniferous tree, apparently cedar, perfumed with essential oils, while an experiment showed that the burning of the pastil in a small closed room did not kill germs after four hours exposure. Samples of the Concentrated Flavor of Orange were analyzed and found to contain alcohol 69.6 per cent., solids 0.06 per cent., orange oil by precipitation 3.55 per cent., with the coal-tar dye known as Orange G, the refractive index of the oil being 1.4709.

As the findings of the analysts showed the alleged "Deodorizer and Germ Killer" to be misbranded and the alleged concentrated flavor of orange to be both adulterated and misbranded within the meaning of the Food and Drugs Act of June 30, 1906, a criminal information was filed in the District Court of the United States for the District of Massachusetts against the said Paul Manufacturing Co., alleging that the "concentrated flavor of orange" was misbranded in that the label contained a false and misleading statement regarding the substances contained therein, to wit, the statement, "Quality Brand Extract Concentrated Flavor of Orange," which was false and misleading because said food was not a concentrated flavor of orange but a dilute extract of orange; in the second count alleging the "flavor" to be adulterated in that a dilute extract of orange had been mixed and packed with the product so as to reduce, lower, and injuriously affect its quality and strength, and in that the article had been artificially colored in a manner whereby damage and inferiority were concealed; and in a third count, alleging that the "Deodorizer and Germ Killer" was misbranded, in that the label upon the containers thereof bore the statements "A Perfect Fumigator and Destroyer of Disease Germs," "No Bad Odors or Danger from Germs, destroying menace of drainage," which said statements were false and misleading because said drug was not a germ killer nor a perfect fumigator and destroyer of disease germs, and would not prevent all bad odors or danger from germs or destroy menace of drainage.

On January 30, 1911, the defendant pleaded nolo contendere, whereupon the court imposed a fine of \$50, being \$25 on the first two counts and \$25 on the third count.

(Notice of Judgment No. 892.)

Adulteration and Misbranding of "Strawberry Flavor" and "Raspberry Syrup."

On or about December 4, 1909, and June 2, 1910, the Metropolitan Tartar Co., Newark, N. J., shipped from New Jersey into New York consignments of two food products labeled: "Metarco Fruit Flavor. Made from selected fruit. Strawberry Natural Flavor. Non-Chemical. Non-Ethereal. Uncolored. Guaranteed under Food and Drug Act, June 30, 1906. Serial number 5518. Highly Concentrated fruit juices and nothing else. Metropolitan Tartar Co., Inc., Newark, N. J.," and "Raspberry Fruit Syrup. Contains benzoate soda less than 1/4 of 1%. Harmless coloring matter less than 1/4 of 1%. Guaranteed under the Food and Drugs Act, June 30, 1906. . . . Metropolitan Tartar Co., Newark, N. J."

Samples were procured and analyzed. As it appeared that the shipments were made in violation of the act, two criminal informations were filed in the District Court of the United States for the District of New Jersey against the company, one charging the first of the above shipments and alleging the product to be adulterated because there had been substituted wholly or in part for "strawberry natural flavor" an artificial strawberry flavoring, either distillate of orris root or oleo resin of orris, in imitation of natural strawberries, and alleging the same to be misbranded because the article did not consist of "strawberry natural flavor" and was not composed of "highly concentrated fruit juices and nothing else" but was an adulterated product as above set forth.

The other information charged the second of the above shipments and alleged that the product was adulterated because there had been substituted wholly or in part for "raspberry fruit syrup" an artificial raspberry flavoring, either the distillate of orris root or oleo resin of orris, in imitation of natural raspberries, and that the product was misbranded because it did not consist of "raspberry fruit syrup" but contained little or no raspberry fruit

symp and was an adulterated product as above set forth.

On November 29, 1910, the defendant entered a plea of guilty, whereupon the court imposed a fine of \$25 in each case.

(Notice of Judgment 895, Food and Drugs Act.)

Alleged Misbranding of "Flavor of Lemon and Citral."

August 16, 1907, the Nave-McCord Mercantile Co., St. Joseph, Mo., shipped from Missouri into Kansas a quantity of a food product labeled: "Eden Brand Flavor of Lemon and Citral, Natural Color; a pure flavor; for flavoring Ice Cream, Jellies, Custards, Pastry, etc. Put up for Armstrong Bros., Atchison, Kansas." Samples were analyzed and the product was found to contain no lemon oil, citral by weight 0.027 per cent.

The defendant demurred to the information on the ground that it was insufficient in law. The demurrer was overruled, and the defendant entered a formal plea of not guilty. The case was tried to the court, and the defendant found guilty and fined \$200 and costs. An appeal was taken to the United States Circuit Court of Appeals for the Eighth Circuit, which court reversed the judgment of the trial court. In his opinion Judge Sanborn said in part:

"The fluid was not marked or labeled a pure lemon flavor and the count contained no averment that lemon oil in measurable quantities was an essential ingredient of a pure flavor of lemon and citral and hence it charged no offense.

"If the Company had branded the fluid a pure flavor of lemon it might have violated the law, because it also had the flavor of citral, and if the pleader had averred that the oil of lemon in appreciable quantities was an essential ingredient of a pure flavor of lemon and citral and that this fluid contained none of it the court might have stated an offense. But no such averment was made and the second count failed to state facts sufficient to constitute a violation of the law.

"There is no averment of any facts which disclose any adulteration of this flavor of lemon and citral and the averment fails to state sufficient facts to constitute a violation of the law."

(Notice of Judgment 936, Food and Drugs Act.)

Adulteration and Misbranding of Jamaica Ginger and of Peppermint and Wintergreen.

December 4, 1909, Liebenthal Bros. & Co., Cleveland, Ohio, shipped from Ohio into Colorado a consignment of two food products labeled "Peppermint Extract Compound, Lenora Brand. Peppermint Extract Artificially Colored. This peppermint extract has been carefully prepared and is an article which has attained the same high standard as all our Lenora brands," and "Jamaica Ginger Compound. Artificially Colored. Lenora Brand Jamaica Ginger. Ginger Extract. This ginger extract has been carefully prepared and is an article which has attained the same high standard as all our Lenora brands," and on December 22, 1909, the said firm shipped from Ohio into Pennsylvania a consignment of two food products, one of which was identical with the peppermint extract above referred to, and the other was labeled "Wintergreen Extract. Artificially Colored. Lenora Brand. This wintergreen has been carefully prepared and is an article which has attained the same high standard as all our Lenora brands." Samples were analyzed and the peppermint extracts were found to be highly dilute solutions containing little or no oil of peppermint. The ginger extract was found to be a highly dilute solution of ginger extract not over half the standard of such article, and the wintergreen extract was found to be a highly dilute solution containing little or no oil of wintergreen.

On August 15, 1910, a criminal information was filed in the District Court of the United States for the Northern District of Ohio, and alleging that the peppermint extracts were adulterated because dilute solutions containing little

or no oil of peppermint had been mixed and packed with the articles so as to reduce or lower or injuriously affect the quality and strength thereof, and that said peppermint extracts were misbranded because they were labeled as above set forth. The information also alleged that the Jamaica ginger extract so shipped was adulterated because a dilute Jamaica ginger extract had been mixed and packed with the product so as to reduce, lower, and injuriously affect its quality and strength, and that it was misbranded because it was labeled as above set forth. The information further alleged that the wintergreen extract was adulterated because a dilute solution containing no oil of wintergreen had been mixed and packed with the article so as to reduce, lower, or injuriously affect its quality and strength, and that the product was misbranded because it was labeled as above set forth.

On February 16, 1911, the defendants entered a plea of nolo contendere and the court imposed a joint fine of \$50 and costs.

(Notice of Judgment 918, Food and Drugs Act.)

Misbranding of Lemon Flavor.

January 29, 1910, the William Edwards Company, Cleveland, Ohio, shipped from Ohio into Michigan a quantity of two food products, labeled, respectively, "Avondale Brand Terpeneless Lemon Flavor Mixture, artificially colored, Oil Lemon 2½%, Water 52%, Alcohol 45½%. With a trace of Vegetable color; Guaranteed by the William Edwards Company, Cleveland, O., Under the Food and Drugs Act, June 30, 1906. Serial No. 1373," and (on bottle) "Clifton Brand Lemon Flavor Mixture, Oil Lemon 3½%, Water 46½%, Alcohol 50%. Guaranteed by the Wm. Edwards Co., Cleveland, O., Under the Food and Drugs Act, June 30, 1906, Serial No. 1373," on the carton inclosing which bottle there was a label identical with the foregoing, with the exception of the following statement: "Oil Lemon 4%, Water 46%, Alcohol 50%." Samples were analyzed, and the former was found to contain but 0.2 per cent. of lemon oil, and the latter but 0.8 per cent. of lemon oil.

On August 15, 1910, a criminal information was filed in the District Court of the United States for the Northern District of Ohio, alleging that the products so shipped were misbranded because they were labeled as above set forth, which labels were such as to mislead and deceive the purchaser into the belief that the former product contained 2½ per cent. and the latter 3½ or 4 per cent. of lemon oil, when, in fact, the former contained only 0.2 per cent. and the latter only 0.8 per cent. thereof.

On February 16, 1911, the defendant entered a plea of nolo contendere and was fined \$25 and costs.

(Notice of Judgment 916, Food and Drugs Act.)

Alleged Adulteration and Misbranding of Olive Oil.

April 26, 1910, Gaetano Marchesini, doing business as Marchesini Brothers, New York City, shipped from New York into New Jersey a quantity of alleged olive oil, which was labeled: "Olio per Insalata Sopraffino Fiore Brand, Cotton Salad Oil, Extra Qualita," and "Olio Sopraffino Remo Fabbrini Fubmeo." Samples were analyzed, and the product was found to consist largely of cottonseed oil.

On February 21, 1911, the defendant having entered a plea of not guilty, evidence was heard on the part of the plaintiff, at the conclusion of which the attorney for the defendant moved to dismiss the indictment on the ground of failure on the part of the prosecution to sustain the charge that the oil in question was sold for the purpose of misleading the public, which motion was sustained by the court, and the jury directed to return a verdict for the defendant. To this ruling of the court the Government noted an exception.

Decisions of United States District and Circuit Courts and United States Courts of Appeals, adverse to the Government, will not be considered final until acquiescence shall have been published.

TRADE NOTES

William Rieger, secretary and treasurer of Paul Rieger & Co., San Francisco, was a recent visitor to the local essential oil trade.

Russell Colgate, of Colgate & Co., returned recently from a six months' tour of Europe.

Governor Dix, of New York, has appointed Herman A. Metz as a member of the State Board of Charities.



CARL SCHAEZTER.

Carl Schaetzer, secretary of the Compagnie Morana and manager of the American branch in this city, sailed for Europe on July 11 on the steamship *Moltke* for Genoa. He planned to be gone two and a half months and expects to spend much of his time in Switzerland. The factory and principal offices of the company are in Zurich. The Compagnie Morana was organized in 1890, and Julius Schaetzer is the president.

Warren E. Burns, of the Campagne Morana, in this city, last month opened his cottage at Long Beach, where he entertains, from time to time, his numerous friends, including visitors from out of town to the local trade.

Louis A. Burgess, representing Fritzsche Bros., of this city, was a recent visitor to the perfumery trade in Philadelphia.

Edward Trippe, manager of the Philadelphia branch of Ungerer & Co., of this city, avoided the effects of the intense heat by a trip to Ocean City, N. J., which is one of the pleasantest pleasure resorts in that State.

Harry B. French, president of the Smith, Kline & French Co., and vice-president of the Philadelphia Drug Exchange, is spending part of the summer at White Sulphur Springs, Va. He is accompanied by Mrs. French.

Richard F. Fischer, of Fritzsche Bros., this city, returned home recently from a protracted trip through the Middle West, during which he stopped off at Chicago and attended the second annual convention of the Flavoring Extract Manufacturers' Association. Mr. Fischer caught the hot wave both coming and going. In Chicago the thermometer registered 106 degrees in the shade and in St. Louis the mercury climbed to 108 degrees in the coolest spot he could find, while in Northern Minnesota the average was not less than 90 in the shade. Coming back to the metropolis the hot wave traveled with him, but after all New York is a very fair summer resort and nobody minds the heat here so much as elsewhere.

John T. Stanley, soap manufacturer, New York City, whose establishment of a branch in Birmingham was mentioned in our July issue, now has six different warehouses in as many central distributing points in the South. He contemplates establishing a warehouse at St. Louis.

M. Jean Amie, of Roure-Bertrand Fils, Grasse, France, was elected on July 30 to the French Senate for the Department of the Maritime second of its kind to be Alps. This honor is the conferred on members of the perfumery industry of the Riviera, the only other to have been elected to the Senate being the late Leon Chirs. M. Amis is an officer of the Legion of Honor, and this fact, viewed in connection with his recent election, will indicate clearly that he is held in high esteem by his neighbors as well as those in power. Paris will now learn to know better a man of high intrinsic worth, one who is typical of all that is best in French Character and manner.



M. JEAN AMIE.

Jesse Hill, superintendent of manufacturing for the United Perfume Co., Boston, Mass., was in New York recently.

Arthur G. Cailler, of Cailler & Co., New York, who sailed for Naples on June 27, by the *Hamburg*, returned to New York on Monday, August 7, on the steamship *Ryndam*. Under date of Paris, July 27, he sent us a postal card view of the Paris Bourse and wrote: "After a long trip in Sicily, and in the Riviera, I am here at last in Paris, the best place in the world!!!!"

International Agricultural Corporation, New York City, has begun suit in the United States Court for \$6,765 damages against August W. Stadler, of the Cuyahoga Rendering & Soap Works, Cuyahoga, N. Y. Breach of contract in supplying crushed tankage is the cause of action.

M. Iserman, of Van Dyk & Co., this city, has just returned from an Eastern trip. J. S. Richmond, of the same company, is on his annual western trip which will extend as far as the Western coast. H. Techow, Cuban representative of the company, was in the city recently on a business visit.

Paul Schulze-Berge, Jr., left on Tuesday, August 15, for a western trip which will include the Pacific Coast. He is accompanied by his bride and they will not return to New York until about December 1.

W. G. Ungerer, of Ungerer & Co., has returned from a business trip to the West, during which he visited the company's branch offices in St. Louis and Chicago. Mr. Ungerer reports that business in the West is very good, much better than in the East. Mr. Ungerer, on his return, spent a brief vacation at the Thousand Islands and made a trip up the St. Lawrence river to Montreal.

P. R. Dreyer, special representative of Ungerer & Co., this city, is away on a business trip in the East.

JUST LIKE A BATTLE.—"They tell me that Grace's essay on war was very realistic."

"It was. Why the sachet powder flew out of it in clouds."—*Exchange*.



C. E. CRAMER ROBERTS.

Charles E. Cramer Roberts, of the Metal Package Co., Brooklyn, N. Y., has just returned from a five weeks' trip to England and Ireland. He sailed on the *Mauretania*, July 5, and returned by the *Carmania* on August 8.

Regarding cottonseed oil for soap making, a report from an American consulate in the Levant states that a request has been received from a leading importer in his district,

to be placed in communication with American manufacturers and exporters of cottonseed oil of a quality that may be the most economically used for soap making. Samples should be forwarded, and quotations given, c. i. f., Alexandretta and Beirut. Correspondence with the person in question may be conducted in English and the address obtained by mentioning No. 6731 to the Bureau of Manufactures at Washington.

A good story is being told of a well-known young perfumer who recently went in search of an apartment in the Morningside Heights section of New York City. He called at a real estate office and the man in charge took his customer on a tour of inspection. An apartment was finally selected.

"I'll take this," said the perfumer. "What is the rent?"

When the real estate man gave him the price the customer's breath was almost taken away, but he managed to stammer out: "Where's the piano player that goes with it?"

The 1910-11 Year Book of the Chemists' Club has been issued, giving a list of the officers and members, constitution and rules, with a fine engraving of the new club house at 52 East 41st street.

John W. Allen, son of E. W. Allen, of Stafford Allen & Sons, Ltd., London, Eng., who came to New York last November and has since been with Ungerer & Co., sailed on August 5 from Montreal on the steamship *Megantic* for home. He came to America for the purpose of familiarizing himself with conditions in this country and on his return to London will enter the Allen business.

A plant to cost more than \$300,000 will be constructed by the M. Werk Co., soap manufacturers, Cincinnati, on a \$60,000 plot of twenty acres recently purchased by the company on the outskirts of the city. Michael Werk was a pioneer in the soap industry in America and was the first manufacturer in this country to introduce improved processes for the manufacture of candles after their discovery in Europe.

Chas. Reif Co., Chattanooga, Tenn., has increased its capital stock from \$25,000 to \$50,000 on May 1. The concern now has 1,600 soliciting agents and 15 appointing agents. A reunion of the latter will take place in Chattanooga, October 1, at the Patter Hotel. Dr. O. B. Wunschow, the secretary of the company, was in New York early in July on business and returned via Detroit and Chicago, taking the Great Lake trip.



DR. O. B. WUNSCHOW.

About 2,000 employees of Colgate & Co., New York, all members of the Employees' Mutual Aid Society, attended a recent picnic at the Schuetzen Park, Greenville, N. J.

F. McKay, superintendent of the manufacturing department of the Ely-Blaine Co., Ltd., Toronto, Ont., recently made a business visit to New York City. The company manufactures extracts and has under consideration the advisability of adding a toilet preparation line.

Soap and Scotch.—A Scotchman staying at a small hotel in London discovered that there was no soap in his bedroom. He shouted to the "boots" downstairs, "Sen' up sape, lad—a wee bit sape, quick!" The attendant gazed up, open-mouthed, muttering: "What can he want?" The Scot became angry. "Man," he thundered, "can you no' understan' plain Scotch?" The "boots" promptly withdrew and returned with a bottle, a siphon and a tumbler!—*Oil and Color Trades Journal*.

Joseph Grober, vice-president and superintendent of the plant of the American Soap and Washoline Co., Cohoes, N. Y., has resigned and will in the future attend exclusively to his interests in the Albany factory of John M. Christian & Co., soap manufacturers.

George H. Benkhardt, representing the Smith, Kline & French Co., Philadelphia, attended the annual convention of the Association of National Advertising Managers which was held last month in Buffalo, N. Y.

A new company has been formed in Hamilton, Ont., to take over the business of the Dominion Soap Co. The new concern will be known as the Dominion Soap Co., Ltd., and the capitalization has been fixed at \$100,000.

Alleging that the Magic Soap Co., of Kentucky, has infringed upon its trade mark, the Magic Keller Soap Works, New Orleans, has begun a suit for \$25,000 damages in the United States Court at Louisville. A preliminary injunction was asked for to restrain the defendant until the determination of the issues involved in the suit.

Procter & Gamble have lost their fight with the railroads and will have to pay demurrage on the private cars they operate in the same manner that would apply if the railroads owned the cars, according to a decision of the United States Commerce Court, which sustains the ruling of the Interstate Commerce Commission.

The incorporation of the California Perfume Co., mentioned in our list of "New Corporations," is merely the incorporation of a business which has been carried on for a considerable time. Mr. McConnell was formerly president of the Manufacturing Perfumers' Association. This is one of the largest manufacturing concerns selling direct to the consumer.

"Flies carry filth on their feet, thus spreading disease."

"My wife read that. Now she picks the poor little flies carefully off the flypaper and washes their feet with violet water."—*Louisville Courier-Journal*.

The man takes Time by the forelock.

"Just a minute," he says. "I notice that you suffer from baldness. Now, here is a guaranteed remedy that will grow hair in thirty days or money refunded."

Fifteen minutes later he pockets the cash and allows Time to resume his rounds.

Aggressiveness is one of the fundamentals of scientific salesmanship, while another is making sales where there is a consumer demand.—*Chicago Evening Post*.

A. E. Cleveland, president of the Flash Chemical Co., Boston, Mass., has purchased from the receiver in bankruptcy the business of the American Talc Co., 22 Custom House, Boston, which, as reported in our July issue, recently went into bankruptcy.

"As to pasting labels on tin, people in all trades where it is required, agree that Tinnol," says the Arabol Manufacturing Co., 100 William street, New York, "is about the only article which will fully accomplish its purpose. As one manufacturer has it, it would be cheap at four times its price."

Substitution! A crusty old bachelor, not liking the way his landlady's daughter had of appropriating his hair-oil, filled his bottle with liquid glue the day before a ball to which the girl was invited. She stayed at home.—*Oil and Color Trade Journal*.

Rockhill & Vietor, New York, advise us that they are sole selling agents for the "Nonesuch" carboy rocker. This is a device which facilitates the handling of boxed carboys, and we are told that it gives great satisfaction. The rocker may be changed from one carboy to another in half a minute or so, and the rollers with which it is equipped, make it a simple matter to move the carboys from one position to another. Numerous other advantages are mentioned in the circular at hand.

The statement of liabilities of the Amole Soap Co., Peoria, Ill., filed with E. U. Henry, referee in bankruptcy, shows that on June 1, 1911, the company owed notes outstanding of a total amount of \$51,715.72, and other accounts of \$13,751.44, making the grand total of indebtedness on that date \$65,467.16. An order of adjudication was issued by Judge Humphrey in the federal court after a jury had found the company to be a bankrupt, and he referred the whole matter to the referee. As soon as Mr. Henry got the statement of creditors he issued a call for a meeting to be held August 5. It is probable that out of the bankruptcy proceedings will come a reorganization of the company. The experience of the receiver shows that the plant is a money-making proposition and should be able to pay handsomely in profits if properly handled and managed.

L. Lowenstein, of Hymes Bros. Co., New York, is now on an eastern trip and reports a good volume of business. In the advertisement of this company in this issue attention is called to White Rose Spirits, a refined methyl alcohol for perfumery products.

In a recent issue the Burlington *Enterprise* prints a letter from Portland, Ore., conveying an order for goods sent to the Stuart & Peterson Co., manufacturers of chemists apparatus, Burlington, N. J. The customer does not want the goods if "prison made," which leads the Stuart & Peterson Co. to make the following interesting comments:

"Oregon is to be congratulated in her effort against the awful encroachments of 'jail bird labor,' but is it not a sad commentary on the Hon. Samuel Gompers that, while so strenuously trying to force manufacturers beyond their ability in matter of wages, he has very little to say on the subject of convict labor, which at 25 cents a day forces so many producers to the wall?"

We have received the programme of the ninth annual convention and Rexall outing of the United Drug Co., which will be held in Boston, Mass., October 3 to 5. The business meetings will be held in the Boston Arena, and there will be addresses by Mayor Fitzgerald and Louis K. Liggett, president of the company, as well as by many prominent druggists. All of the manifold attractions of Boston and vicinity will be viewed, there will be automobile trips for the ladies, a shore dinner, a banquet and an inspection of the extensive plant and laboratories of the company, including, of course, the United Perfume Co., which is growing in importance under the direction of George Hall, who will be active in entertaining the visitors.

Attention is called to the advertisement of the Buedingen Box & Label Co., this city and Rochester, N. Y., which for the last two months has been presenting designs of especial excellence for stock labels. The cover pages of this issue are attractive examples of this company's work.

W. A. Peters, for the last three years perfumer at Wanamaker's, the big New York department store, where he made a great success, has been appointed perfumer for A. A. Vantine & Co., and has taken charge of the laboratories of that concern. Mr. Peters has had nearly thirty years of experience, and much is expected of him in his new position. E. T. Booth, who had charge of this work, has retired on account of ill health. Mr. Booth's son has succeeded Mr. Peters at Wanamaker's.

As will be noticed by the attractive pink insert in this issue of the *Synfleur Scientific Laboratories*, the enterprising proprietor, Alois von Isacovics, emphasizes the policy of not catering to those who value perfumery material simply by the price per pound, but to the intelligent buyer who knows that it pays to get the best.

The Economic Machinery Co., Worcester, Mass., calls attention to its improved labeling machines, which label flasks and bottles of all sizes, placing body labels only or neck and body labels at one operation.

American Stopper Co., Brooklyn, N. Y., is showing from month to month on our back cover page some exceedingly attractive designs in decorated tin boxes, which is a specialty of this well-equipped and enterprising manufacturing concern.

It is gratifying to learn that the recent fire at the extensive works of Stafford Allen & Sons, Ltd., London, England, was not so serious as first reported. While the total loss will be in the neighborhood of \$50,000, the damage was confined to the spice grinding factory, and in no way the company's drug and essential oil business.

Mr. F. Firmenich, of M. Naef & Co., Geneva, Switzerland, will sail for this country on August 26 on the *Rotterdam*.

Mr. G. Lafitte, of Roure-Bertrand Fils, Grasse, will sail for these shores on September 2 by *La Savoie*.

Who has not heard the expression that some device or another is "about as useful as the fifth wheel for a wagon"? Now we will have to search for a new comparative phrase, as a Kentucky genius has invented a "fifth wheel for vehicles" and a patent has been granted to him.

In Cincinnati the Circuit Court recently handed down a decision affirming the decision of Common Pleas Judge Bromwell in refusing an injunction in the suit of the Werk Soap Co. against the Ryan Soap Co. The action was the result of the use of tags on the soap sold by each concern, the Werk Co. claiming to have originated the idea and declaring that the tags used by the Ryan Co. were such as to deceive the public. Judge Bromwell decided differently, however, and refused the injunction asked. The Circuit Court affirmed this ruling and decided that the tags are not similar, neither is the color of the soap, while there had been no attempt to pass off the defendant's goods for that of the plaintiff.

Mr. Theo. Ricksecker is spending the summer in Londonderry, Vt. He is not yet in good health but is making good progress toward complete recovery.

A business man in Hungary, who has a general perfumery and toilet article business, and specializes in American goods, informs an American Consular officer that he would like to buy direct from manufacturers instead of through agents in Vienna and London, from whom he is obliged to get his American supplies. No. 6854, mentioned to the Bureau of Manufactures at Washington, D. C., will enable those interested to obtain further information.

PRICE LISTS, CIRCULARS, ETC., RECEIVED.

"THE MARVELS OF THE RIVIERA," a particularly handsome illustrated album, gives a fine idea of the attractions of this wonderful region. Part 2, which deals with Nice, both physically and as a health resort, contains pictures of buildings, natural scenes, etc., at this queen of winter resorts. The text is in English, French and German. The typographical work is of the highest order of excellence and was executed by E. Imbert & Co., Grasse, France, for whom the American agent is Walter E. Cosgrove, of this city.

UNGERER & Co., NEW YORK.—July and August price list and bulletin, which has just been issued, in addition to the usual information which would be expected, contains pictures of the main and branch offices of the company, including the analytical laboratory in the New York house. There is a paper on "Oil Maroni," by Paul Jeancard, and a description of the new factory of Jeancard Fils & Co., in the suburbs of Cannes also is given. This issue of the Ungerer bulletin is unusually interesting.

HEINE & Co, New York.—We have at hand the new price list of this company which is printed in the same elegant style as previous issues. It contains prices of essential oils, chemicals and sundries, flower pomade oils of both French and Leipzig processes, flower extraction oils by direct process, Heiko products, Heiko Adinol, Cosmo flower oils and a classification of odors, which latter might be termed an "odor index," and is both useful and valuable.

"REXALL ADVANTAGES" for July, issued by the United Drug Co., Boston, Mass., is replete with interesting and instructive information for dealers in Rexall goods. Illustrations are given of window displays of toilet soaps and perfumery.

ANNUAL REPORT, 1910, COMMISSIONER OF PATENTS.—This volume has just been received. Commissioner Moore suggests simplifying the present system of appeals from examiners' decisions. Alphabetical lists of patentees, inventions and trade marks for 1910 are given.

TRADE NAMES.—Supplement No. 2, Seventh Edition of Trade Names, July, 1911, compiled by the Manufacturing Perfumers' Association, has been received. It contains 68 additions to the list and three changes.

DR. SCHMITZ & Co., DUSSELDORF, GERMANY (George Lueders & Co., agents in America).—A neat price list of the company's products has been received.

L. GIVAUDAN, GENEVA.—An interesting pamphlet on "Synthetic Perfumes," including price list and some notes on the Givaudan specialties.

KLUGE & POERITZSCH, Leipzig.—New price list of oils and synthetics for the manufacture of perfumery has been received.

PATENTS AND TRADE MARKS.

 997676	 999210	 34509	ECLIPSE 47695	WHITE DAISY 47698
 998052	 999211	 50370	Pudras 51979	Lecina 52746
	Kavon 53767	Melorene 53777	 53379	 53576
 999324	Tyro 54907	 55108	 34510	
		PETROFLOWER	KULSHAN 54136	BORACOL 39268
WHIZ 55310	DIAMOL 55622	RICKSECKER'S 55794	Glwako 56108	KUTCH 56267
ORO-THYOL 56609	NAPOLEON 56822	NAZOLA 56923	Nu-al 57108	

NOTE TO READERS.

This Department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks shown above are described under the heading "Trade Marks Applied For," and are those for which registration has been *allowed*, but not yet *issued*. All protests for infringement, etc., should be made promptly to the Commissioner of Patents, Washington, D. C.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.,
Perfumer Pub. Co. 100 William St., New York.

PATENTS GRANTED.

997-676.—SOAP-CONTAINER.—George M. Irwin, Yonkers, N. Y., assignor to Lightfoot Schultz Company, a Corpora-

tion of New York. Filed February 7, 1911. Serial No. 607,027.

2. An extruding holder for a shaving soap-stick comprising, a top tubular shell of sheet metal open at top and bottom and of substantially greater diameter than said soap-stick; a pusher-member interiorly threading into said top shell from the bottom end; a separate solid ring-shaped bushing of non-corrosive metal fixed in the top end of said tubular shell, having a smooth beveled face-engaging outer surface guarding the top terminal edge of said tubular shell and providing a choked swaging extrusion mouth with its cross-section similar in outline to that of the cross-section of the said soap-stick and gradually decreasing in size a substantial amount from the bottom of the mouth to the top of the said mouth; and a circular centering means formed on the end of said pusher-member to fit a co-operating end formation of the soap-stick, whereby the soap-stick will be positively kept out of contact with the walls of said tubular shell and will be thrust substantially centrally through said mouth upon the screwing up of said threaded pusher-member.

998,052.—POWDER-DISSEMINATOR.—Theodore R. Treiber, Kansas City. Filed May 17, 1909. Serial No. 496,604. 1. In a powder disseminator, the combination with a re-

ceptacle for powder having peripheral screw threads, of a perforated cover fitted to the threaded periphery of the receptacle, and having rounded screw threads on its outer periphery, and a perforated resilient cap mounted on and engaging the threaded outer periphery of the cover.

2. In a powder disseminator, a resilient cap having a nipple provided with side walls and an outer end wall, the end wall having a slit therethrough which does not extend through the side walls, the side walls of the nipple being thicker than the end wall thereof.

999,210.—CAKE OF SOAP.—Charles H. J. Dilg and Jonathan O. Fowler, New York, N. Y., assignors to Granulator Soap Company, a Corporation of New York. Filed December 29, 1906. Serial No. 350,065.

5. A cake of soap adapted for use in a soap-shaving machine, having an abutting wall formed at one end thereof and adapted to engage a corresponding wall on an end of a second cake to retain the cake in position during the process of cutting, said cakes being freely separable.

999,211.—CAKE OF SOAP.—Charles H. J. Dilg and Jonathan O. Fowler, New York, N. Y., assignors to Granulator Soap Company, a Corporation of New York. Filed May 13, 1908. Serial No. 432,655.

5. A cake having a central orifice and comprising a plurality of sections adapted for use in a dispensing machine, each section having an outer face or side to lie adjacent to the shell of the machine, and an inner longitudinal face or side adapted to register with the inner longitudinal face or side of an adjacent section to hold the same in position during the process of cutting, the top of a section at one side of the machine being farther from the bottom of the machine than the top of a section on the other side, one at least of the said sections having means to engage a part of the machine to prevent rotation of the said section.

999,324.—PERFUME-DISPENSING APPARATUS. Charles M. Lockark, Detroit, Mich. Filed May 28, 1910. Serial No. 563,865.

In a perfume dispenser, the combination with a casing and an atomizer inclosed therein and provided with a rubber bulb for supplying it with air, of a push rod horizontally guided in the casing and provided with a return bend projecting outwardly through a slot in the side of the casing and terminating inside the casing in a vertically extending arm limiting the outward movement of the push rod, and fixed abutments confining the bulb in a limited space and pressing it against the arm.

999,497.—PROCESS OF MAKING STABLE CALCIUM PERBORATE. Reinhold Grüter, Charlottenburg, Germany, assignor to Chemische Werke vorm. Dr. Heinrich Byk, Charlottenburg, Germany, a Corporation of Germany. Filed March 14, 1911. Serial No. 614,443.

4. The process herein described of producing stable calcium perborates, which consists in subjecting sodium perborate to the action of calcium chlorid in the presence of water insufficient in quantity to cause any material amount of hydrolytic action, reducing the clots or lumps of the calcium perborate formed by the reaction by grinding, separating the calcium perborate from the mother-liquor, and lastly, washing the same with water.

TRADE MARKS REGISTERED.

82,566.—Perfumery and Toilet Water and Sachets.—John Blocki & Son, Chicago, Ill. Filed February 27, 1911. Serial No. 54,758. Published May 2, 1911.

82,567.—Perfumery and Toilet Water and Sachets.—John Blocki & Son, Chicago, Ill. Filed February 27, 1911. Serial No. 54,759. Published May 2, 1911.

82,574.—Toilet Cream.—Coffin Redington Co., San Francisco, Cal.

Filed April 4, 1911. Serial No. 55,514. Published May 2, 1911.

82,597.—Massage-Cream, Toilet Cream, Talcum Powder, Face-Powder, Tooth-Paste, and a Lotion.—Goodrich Drug Co., Omaha, Neb.

Filed February 4, 1908. Serial No. 32,562. Published May 9, 1911.

82,603.—Hair-Tonic.—Ralph Hoder, Scranton, Pa. Filed January 28, 1911. Serial No. 54,155. Published May 9, 1911.

82,614.—Medicinal Toilet Preparation for the Feet.—Frank Le Han, Chicago, Ill. Filed February 25, 1911. Serial No. 54,739. Published May 2, 1911.

82,616.—Soap.—Chas. E. Marsh, Lynn, Mass.—Filed March 27, 1911. Serial No. 55,326. Published May 9, 1911.

82,617.—Soap.—Chas. E. Marsh, Lynn, Mass. Filed March 27, 1911. Serial No. 55,327. Published May 9, 1911.

82,634.—Perfumes, Perfumed Toilet Powders, and Perfumed Smelling-Salts.—Eddy Palmer, New York, N. Y., assignor to Solon Palmer, Corporation of New York.

Filed June 27, 1905. Serial No. 9,145. Published March 10, 1908.

82,635.—Perfumes and Perfumed Toilet Powders.—Eddy Palmer, New York, N. Y., assignor to Solon Palmer, a Corporation of New York.

Filed July 8, 1905. Serial No. 9,938. Published March 10, 1908.

82,639.—Hair-Tonic.—R. E. Purcell & Co., San Antonio, Texas.

Filed November 13, 1909. Serial No. 45,863. Published May 9, 1911.

82,642.—Cold-Cream.—Frank W. C. Ross, New York, N. Y.

Filed April 1, 1911. Serial No. 55,462. Published May 2, 1911.

82,652.—Certail Toilet Preparations, Medicines and Insecticides. Daniel Stewart Co., Indianapolis Ind.

Filed January 9, 1911. Serial No. 53,766. Published May 2, 1911.

82,658.—Lemon and Vanilla Flavoring Compound.—United Grocery Co., Jacksonville, Fla.

Filed November 13, 1908. Serial No. 38,636. Published February 2, 1909.

82,653.—Face-Cream, Hair-Dressing (Cream), and Shampoo-Cream.—Lora S. Swain, Memphis, Tenn.

Filed January 30, 1911. Serial No. 54,192. Published May 2, 1911.

82,656.—Hair Tonic.—Franklin P. Tilford, Nebo, Ky. Filed August 11, 1909. Serial No. 44,078. Published May 2, 1911.

82,664.—Soap.—Louis C. Wedgefuth, Yonkers, N. Y.

Filed February 17, 1911. Serial No. 54,580. Published May 9, 1911.

82,769.—Hair Tonics or Restorers.—Giragos Dongian, Philadelphia, Pa.

Filed February 14, 1911. Serial No. 54,505. Published May 16, 1911.

82,770.—Hair Tonics or Restorers.—Giragos Dongian, Philadelphia, Pa.

Filed February 14, 1911. Serial No. 54,506. Published May 16, 1911.

82,788.—Soap.—William T. Grosse Co., San Francisco, Cal.

Filed February 8, 1911. Serial No. 54,381. Published May 23, 1911.

82,789.—Tooth-Cream.—Grumme & Son, Stockholm, Sweden.

Filed August 12, 1910. Serial No. 51,381. Published May 16, 1911.

82,804.—Hair-Tonic.—Kogeos & Poolo, Atlanta, Ga. Filed November 41, 1909. Serial No. 45,705. Published May 23, 1911.

82,826.—Hair-Tonics.—Abraham Rogal, Chicago, Ill. Filed January 30, 1911. Serial No. 54,185. Published May 16, 1911.

82,833.—Face-Powder.—Albert G. Schleuter, East St. Louis, Ill.

Filed April 11, 1911. Serial No. 55,673. Published May 23, 1911.

82,837.—Perfumery.—Sociedad Vinicola, S. & L. Dur-lacher, Hamburg, Germany.

Filed January 5, 1910. Serial No. 46,915. Published May 23, 1911.

82,846.—Nail Enamel.—The Torda Chem. Co., Port Richmond, N. Y.

(Continued on page 152.)

FOREIGN CORRESPONDENCE AND MARKET REPORT

FRANCE.

PARIS.—An interesting recent event was the presentation of twins, a boy and a girl, to Mme. Georges Paret, daughter of Georges Vallois, general manager for Antoine Chiris at the headquarters in Paris.

GRASSE AND CANNES.—Recent advices regarding the flower crops are that they have made seasonable progress, thanks to a continuance of seasonable weather. The past winter and spring developed very unfavorable conditions, especially in April, when the frosts did considerable damage to the growing plants. It may safely be said that, on the whole, the flower crops this year will be below normal in quantity, due largely to the late frosts, as well as to the excessive humidity which has prevailed during rather protracted periods.

Recent reports quote *jasmin* flowers at 5.50 francs per kilo, just double last year's prices.

Tuberose conditions are similar, present prices being 7 to 8 francs per kilo.

Reports on *lavender* are discouraging. The mountain distillers are already asking higher prices than during the past two seasons, and, therefore a sharp rise in this market may be expected.

NICE.—In olive oil we now are at that period during which business slackens of its own accord, the more so because the manufacturer is terminated for the season, as the principal shipments for the spring demand are finished. The market remains unchanged, that is, firm for extra quality of which there is not an abundance; on the contrary there is a little weakness for regular qualities which had been forced to too high a price by the holders.

ITALY.

MESSINA ESSENCES.—The present indications are that the spot oil market will rise. Stocks are reduced to about 80,000 Sicilian pounds, or about 60,000 English pounds, which is not sufficient to supply the world for the next five months. The owners, since the formation of the Camera Agrumaria, are in a jubilant frame of mind, for they are in good financial condition and are not forced to sell early. They are in a position to hold their oil for the best market.

Dealers all over the world are short of supplies. Many customers who drew on their low-priced contracts of last season and resold at present prices now need oil themselves and are beginning to buy at spot prices.

New crop will be about the same as last year, which was below normal. If present quotations are maintained, more oil will be pressed and prices are likely to ease. At the present time a contract would be pure speculation. The present spot market will go higher, the futures will advance and some excitement is expected for the next month, as consumers will want to cover their future requirement in September.

British Consul McBean has just issued a trade report for Sicilian products for 1910. Exports of essential oils showed a decrease. Palermo remains the premier shipping port.

The annual report of the Camera Agrumaria, which controls Italian citrate of lime and allied products, is now available, and covers the eleven months from January 1 to November 30, 1910, according to the law passed on July 17 last year. The report states that the situation in that period has improved notably. On January 1, 1910, the stocks of merchandise held in the warehouses recognized by the Camera were about 5,600 tons, made up of 5,281,707 kilos of citrate of lime and 482,754 liters of concentrated lime juice, of an estimated value of 8,969,229 liras, based on the minimum price of 157.50 liras per ton. On November 30, 1910, about the same quantity was in the stores. To judge from the results secured in the first half of this

year, the improvement which has become manifest should be still more marked during the current financial year.

ENGLAND.

LONDON.—Bitter almonds have been steadily advancing of late, and have now reached the highest prices known for many years. The price of the sweet oil is therefore at a very high level, and owing to the great scarcity of almonds, and the small supplies that are coming forward, we do not look for any decline until the new crop comes in. This should be about September. Although the bitter oil is not so sensitive to the change in the price of the crude material, yet a time comes when an alteration has to take place in this also, and the price for bitter oil of almonds, Allen's has been advanced to 50 cents per pound. This applies to the peach kernel oil containing the poison, and that freed from poison. Of late there has been a very strong demand for this genuine bitter oil.

While a fair *lavender* crop is expected, owing to the great decrease in cultivation in England, the price of the oil has risen fully 100 per cent., and the price is just double what was paid a few years back. For many years past, the distilling of English oil of *lavender* has been quite unprofitable.

Lavender.—Even this warmth-loving plant seems to have suffered by the drought, just when the flower buds were forming, and the amount of flower will be smaller than usual. We may hope for a good quality and a fair yield of oil.

Peppermint.—The plants are healthy and strong, but very short. Rain now would give an average yield, but if the drought continues it will be small.

DOMESTIC MARKET.

[It should be borne in mind by purchasers that the market quotations in this journal are quantity prices. For very small orders the price would be slightly higher.]

There was very little change in the prices current for soap materials during the month just closed.

In essential oils there is a distinctly upward tendency in the primary market.

Peppermint was a feature. The yield has been more or less in doubt, but the inclination is toward higher prices, with an advance to \$3 for the new oil.

Bergamot has been firmer, the range to \$5 being maintained. Some spot oil has been quoted at \$4.60@4.75. Spot stocks are light.

In otto of rose there was a flurry with prices advancing to \$9.75@10.50, although some brands were held as low as \$8@9. The prices for new oil are relatively high. The product is very firm in the market.

From late advices it appears that history is repeating itself in the new otto of rose crop, as the same influences are at work in Bulgaria as last season and the situation therefore involves much perplexity. In London it has been found impossible to gauge the market with any degree of accuracy. Some London agents have been unable to quote prices at all without cabling to their Bulgarian principals. In connection with the apparently abnormal high prices which are ruling and appear likely to prevail for some time to come a new element has entered into the situation. It is indicated by the fact that E. J. Parry states that during the last three months he has rejected as adulterated 40 per cent. of the samples of this oil which he received for analysis and which were guaranteed as pure. Says the *Chemist and Druggist*:

"Communications we have received from the most varied quarters prove beyond doubt that prices from 37s. 6d. to 44s. per English ounce have been offered by Bulgarian exporters on the fields, so that, apart from the small stocks

of last year's otto, prices below about 50s. must at the present be regarded with great suspicion. The present high prices will in all likelihood be maintained or even advanced, if the situation has been brought about by natural causes. But has it? To answer this question it will be well to examine the official figures for the past few years. Below we give the official statistics for the quantities exported and the average price paid in Bulgaria for the same:

Yr. exported	Kilos	Av. price in Bulgaria		Yr. exported	Kilos	Av. price in Bulgaria	
		s.	d.			s.	d.
1900....	5,346	16	6	1906....	7,098	17	6
1901....	3,027	16	6	1907....	5,295	19	6
1902....	3,676	16	6	1908....	4,611	20	6
1903....	6,210	17	0	1909....	5,579	22	0
1904....	4,394	16	6	1910....	4,688	28	0
1905....	5,316	16	6				

"Now, both in the 1909 and 1910 crops were represented by most of the dealers to be very short, the 1909 crop being stated to be between 3,500 and 3,900 kilos, and the 1910 crop even less. It is true that adulteration accounts for a good deal of increase, but it is impossible to believe that it accounts for all. If abnormally high prices are maintained for long, users will be forced into the hands of the manufacturers of synthetic otto, and the temporary advantage gained by the Bulgarian exporters will undoubtedly result in ultimate injury to the rose industry of that country."

In Sicilian essences prices are firm. Lemon is high, but not much higher and is in good demand, with moderate supplies. It is expected that fewer fresh lemons will be shipped than usual from Sicily and that the quantity re-

tained for pressing will ease the market. In orange the supply is short and prices are firm. The outlook is for a prolonged period, with prices above the normal.

In olive oil the cholera scare in Italy has resulted in firmer views by shippers, but no appreciable advance is indicated by the present situation.

The Bean Market.

The demand for vanilla beans has not been urgent, and the current movement is satisfactory on a \$4 jobbing basis. The available supplies are being steadily lowered, and the question of new goods is receiving serious consideration. The general tone is one of confidence.

The quotations for Angostura tonka beans are nominal at \$5@5.25 on account of the shortness of supplies, the domestic market having been for some time almost bare of this commodity.

SOAP MATERIALS.

Tallow, city, 5½¢. (hhd.); country, 5½¢.
Grease, brown, 5@5½¢.; yellow, 5¼@5½¢.
Cottonseed oil, crude, tanks, 39@40; winter yellow, \$6.40@6.85.

Cocoonut oil, Cochin, 9@9¼¢.; Ceylon, 8½¢.

Olive oil, in bond, .85.

Olive oil, foots, prime, 6½@7¢.

Palm oil, Lagos, 6¼¢.; red, prime, 6½¢.

Peanut, 8¢.

Soya Bean oil, 6½¢.

Chemicals, borax, 3½@4¢.; caustic soda, 80 p. c. basis of 60 p. c., \$1.85.

Rosin, water white, \$8.15.

Almond, Bitter .....per lb.	\$3.50	Juniper Berries, twice rect..	\$1.25	Tansy	\$2.25
" F. F. P. A.	4.50	Kananga, Java	3.00	Thyme, red	1.10
" Artificial .....	.75	Lavender, English	12.00	" white	1.30
" Sweet True .....	.63-.73	" Cultivated	2.85	Vetivert, Bourbon	6.00-7.00
" Peach-Kernel ....	.30-.35	" Fleurs, 28-30% ..	2.50	" Indian	30.00-40.00
Amber, Crude .....	.15	Lemon	1.55	Wintergreen, artificial .....	.38
" Rectified .....	.25	Lemongrass	1.65	" genuine	4.50-5.00
Anise	1.25	Limes, expressed	2.00	Wormwood	7.00
Aspic (Spike)	1.10-1.25	" distilled .....	.50	Ylang-Ylang	36.00-40.00
Bay, Porto Rico	3.50	Linaloe	2.75		
Bay	2.10	Mace, distilled .....	.75		
Bergamot, 35%-36%	4.75-5.00	Mustard Seed, gen.	8.50		
Birch (Sweet)	1.75	" artificial	2.00		
Bois de Rose, Femelle	4.00-4.50	Myrbane, rect. ....	.12		
Cade .....	.20	Neroli, petale	50.00-60.00		
Cajepout .....	.60	" artificial	15.00-17.00		
Camphor .....	.12	Nutmeg .....	.80		
Caraway Seed	1.00	Opoponax	7.00		
Cardamom	17.00	Orange, bitter	2.85		
Carvol	2.00	" sweet	2.65		
Cassia, 75-80%, Technical ..	.95	Origanum	25-.40		
" Lead free	1.10-1.35	Orris Root, concrete. (oz.)	3.50-5.00		
" Redistilled	1.50	" absolute. (oz.)	28.50-32.00		
Cedar, Leaf	60-70	Patchouly	3.50-4.00		
" Wood .....	.18	Pennyroyal	1.40-1.75		
Cinnamon, Ceylon	6.50-14.00	Peppermint	3.00		
Citronella .....	.30-.32	Petit Grain, American	2.25		
Cloves	1.00-1.10	" French	6.50		
Copaiba	1.25	Pimento	2.00		
Coriander	6.00-12.00	Rose	(oz.) 10.00-10.50		
Croton	1.25-1.40	Rosemary, French .....	.80		
Cubebs	3.75	" Trieste .....	.70		
Erigeron	2.00	Rue	4.00		
Eucalyptus, Australian, 70% .	.50	Safrol .....	.45		
Fennel, Sweet	1.50	Sandalwood, East India	3.00		
" Bitter .....	.75	" West India	1.50		
Geranium, African	4.75	Sassafras, artificial .....	.35		
" Bourbon	3.75	" natural .....	.75		
" French	11.00	Savin	1.40		
" Turkish	3.50	Spearmint	3.50		
Ginger	6.50	Spruce .....	.50		
Gingergrass	1.35				
Hemlock .....	.55				

BEANS.

Tonka Beans, Angostura....	5.25
" Para	3.00
Vanilla Beans, Mexican....	4.00-6.00
" Cut	3.75
" Bourbon	3.75-4.25
" Tahita	1.25-1.50

SUNDRIES.

Ambergris, black (oz.)	15.00-20.00
" gray	25.00-27.50
Civet, horns	1.50-1.75
Chalk, precipitated .....	.04½-.06
Cologne Spirit	2.60
Cumarin	3.50
Heliotropine	2.00
Menthol	5.25
Musk, Cab., pods. (oz.)	8.00
" grain	15.00
" Tonquin, pods.	13.00-16.00
" grains.	19.00-21.00
" Artificial, per lb.	1.75-3.00
Orris Root, Florentine, whole	.12
Orris Root, powdered and granulated .....	.14
Talc, Italian	(ton) 35.00-40.00
" French	25.00-40.00
" Domestic	15.00-25.00
Terpineol .....	.35-.45
Thymol	1.40
Vanillin	(oz.) .35

TRADE MARKS REGISTERED.

(Continued from page 149.)

- Filed February 18, 1911. Serial No. 54,599. Published May 16, 1911.
 82,889.—Certain Toilet Preparations.—Richard Hudnut, New York, N. Y.
 Filed December 24, 1909. Serial No. 46,710. Published May 30, 1911.
 82,892.—Tooth-Paste, Tooth-Powder, and a Liquid Dentifrice.—Incorporated Dentists, New York, N. Y.
 Filed March 3, 1911. Serial No. 54,820. Published May 30, 1911.
 82,898.—Perfumery and Other Toilet Preparations.—H. et G. Klotz et Cie., Paris, France, and New York, N. Y.
 Filed February 20, 1911. Serial No. 54,620. Published May 30, 1911.
 82,899.—Talcum, Sachet, Face, and Bath Powder.—Lazell, Perfumer, New York, N. Y.
 Filed March 8, 1911. Serial No. 54,939. Published May 30, 1911.
 82,904.—Toilet Powder.—William Migge, London, England.
 Filed October 6, 1909. Serial No. 45,164. Published May 30, 1911.

LABELS REGISTERED.

- 2,812.—Title: "Florentine Liquid Shampoo." (For Liquid Shampoo.)—Allen B. Wrisley Co., Chicago, Ill. Filed June 17, 1911.

PRINTS REGISTERED.

- 15,843.—Title: "Dentalette." (For Tooth-Powder.)—The Henry B. Gilpin Company, Baltimore, Md. Filed July 11, 1911.
 15,844.—Title: "Rose Corn Salve." (For Corn-Salve.) Edward Walter Ringrose, Baltimore, Md. Filed March 30, 1911.
 15,845.—Title: "Automatic Soap." (For Soap.)—Fitzpatrick Bros., Chicago, Ill. Filed June 24, 1911.

TRADE MARKS APPLIED FOR.

- 34,509, 34,510.—Barclay & Barclay, New York, N. Y. (Filed May 1, 1908. Under ten-year proviso.) Claims use since the year 1880.—Soap.
 39,268.—Boracol Chem. Co., Passaic, N. J. (Filed December 12, 1908. Claims use since about the year 1902.)—Tooth-Powders, Tooth-Pastes, Face-Powders, and Liquid Antiseptics.
 47,695.—Kentucky Refining Co., Louisville, Ky. (Filed February 9, 1910. Claims use since November, 1890.)—Cotton-Seed Oil.
 47,698.—Kentucky Refining Co., Louisville, Ky. (Filed February 9, 1910. Claims use since about July, 1904.)—Cotton-Seed Oil.
 50,370.—Haskins Bros. & Co., Sioux City, Iowa, and Omaha, Neb. (Filed June 17, 1910. Claims use since April, 1893.)—Soap.
 51,979.—Vertriebsgesellschaft Chem. Technischer Neuheiten, Dr. Schnell & Co., G. m. b. H., Munich, Germany. (Filed September 27, 1910. Claims use since January 1, 1909.)—Medicated Soap.
 52,746.—Müllhens & Kropff, New York, N. Y. (Filed November 12, 1910. Claims use since July 20, 1910.)—Toilet Soap.
 53,379.—Aurelio Milone, Camden, N. J. (Filed December 20, 1910. The picture being that of my child of less than legal age.) Claims use since Nov. 1, 1910.)—Hair Tonic, etc.
 53,516.—Fortuna, Fontana & Co., Lucca, Italy, and New York, N. Y. (Filed December 28, 1910. Consisting of a fountain having a shell-shaped basin. At the center rises a column having two dragon's-head jets, one falling into a pitcher, earthen color, and the other falling into the basin, said basin having four outlets. The background is a smoky green surrounded by a red-colored circle, the basin is white and shaded, the water is sky-blue, and the base upon which the basin rests is of an earthen color. Claims use since December 7, 1906.)—Olive Oil.

53,767.—Karl August Lingner, Dresden, Germany. (Filed January 9, 1911. Claims use since April, 1910.)—Soaps and Soap Powders.

53,777.—Kellogg-Birge Co., Keokuk, Iowa. (Filed January 9, 1911. Claims use since October 24, 1910.)—An Imitation of Maple Flavoring Extract.

54,102.—Healy & Bigelow, Inc., New York, N. Y. (Filed January 26, 1911. Claims use since July, 1910.)—Dental Cream.

54,136.—P. P. Lee & Co., Bellingham, Wash. (Filed January 27, 1911. Claims use since October, 1909.)—Olive Oil, etc.

54,907.—H. Manning Clayton, Plainville, Conn. (Filed March 7, 1911. Claims use since January 21, 1911.)—A hand Soap, a Toilet Soap, Shaving Soap.

55,108.—Antonio Leza y Sebasco, Habana, Cuba. (Filed March 16, 1911. The picture being a fanciful one. Claims use since January, 1909.)—A Hair Tonic and Remedy for Dandruff.

55,310.—The R. H. Hollingshead Co., Camden, N. Y. (Filed March 25, 1911. Claims use since September 1, 1905.)—Soap.

55,622.—Geo. G. Rambaud, New York, N. Y. (Filed April 8, 1911. Claims use since February 15, 1911.)—Tooth-Powders, Tooth-Pastes and Tooth-Washes.

55,794.—The Theo. Ricksecker Co., New York, N. Y. (Filed April 17, 1911. Under ten-year proviso. Claims use since 1881.)—Toilet Soaps, Medicated Soaps, Dog and Animal Soaps, and Shaving Soap.

56,108.—Elwako Mfg. Co., Cleveland, Ohio. (Filed May 1, 1911. Claims use since October 15, 1910.)—A Washing Compound.

56,267.—A. A. Vantine & Co., New York, N. Y. (Filed May 9, 1911. Claims use since April 20, 1911.)—Soap.

56,609.—A. C. Clark & Co., Chicago, Ill. (Filed May 27, 1911. Claims use since May 3, 1911.)—Antiseptic Solution, Tooth-Paste, and Tooth-Powder.

56,822.—Antonio Magnano, Seattle, Wash. (Filed June 5, 1911. Claims use since February, 1909.)—Olive Oil.

56,923.—Corn Products Refining Co., Jersey City, N. J. (Filed June 9, 1911. Claims use since June 5, 1911.)—Edible Corn Oil.

57,108.—C. H. Stuart & Co., Newark, N. Y. (Filed June 16, 1911. Claims use since February, 1905.)—Food Flavors and Gelatin.

Acquiesces in Orange Oil Decision.

As a result of a conference held at Washington by the counsel for the Antoine Chiris Co., C. G. Euler, president of the company, announces, the officials of the Treasury Department last month agreed to accept forthwith the decision of the appraisers in the Orange Oil case, which was reported on page 112 of our July issue, thereby waiving the privilege of sixty days' time in which to file an appeal from the decision of the board. An official announcement to this effect was expected to follow within a few days.

An Old Idea in a New Form.

The latest achievement in the perfumer's art is the tiny capsules of perfume which may be carried in a handbag or tucked into a traveling bag, with no danger of breaking a cut glass bottle and spilling a strong perfume over one's belonging, says the Washington Post. The perfume capsules are shaped like small cartridges and are transparent, showing the concentrated extract through the cover.

Obituary Note.

William Phillips, aged 60, for many years employed by Goetting & Co., perfumers, this city, died suddenly on August 8, at Gloucester, Mass., while in a garage. Mr. and Mrs. Phillips were spending a vacation at Beverly. Mr. Phillips was a well-known and popular traveler.



SPRINKLER TOPS
POWDER TOPS
BITTER TUBES

MOULDS MADE
FOR EXCLUSIVE
DESIGNS

IMPERIAL METAL
MFG. CO.

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BOXES
and
SPECIALTIES

CARL BOMEISLER

(Successor to

I. SPRINGER & CO.)



S & A Pomades and Concretes

Represent the *oldest and best*, as well as the *newest and best* in natural flower odors. The only perfect substitute for the best Pomade washing is a solution of the S & A. Concretes. Try 80 per cent. of ours against 100 per cent. of any other.

Christoff's C X C Otto of Rose

Get our price and compare qualities
before contracting.

INNIS, SPEIDEN & CO.

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(WHITE AND RED)

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Requirements and to New Designs

CLASSIFIED ADVERTISEMENTS.

On account of our wide circulation among manufacturers, dealers, importers, etc., of perfumery, soaps, toilet specialties, flavoring extracts, etc., our readers will find this column a quick and satisfactory means for advertising temporary matters. To display advertisers and regular subscribers this service is free; all others 25c. per line per insertion. Cash with order. Address all communications to
PERFUMER PUL. CO., 100 William St., New York.

BUSINESS OPPORTUNITIES

WANTED.—A salesman in every important center to sell our line of synthetics, concentrates and supplies to manufacturers of toilet preparations and large retail druggists. Familiarity with line not a necessity. Address with full particulars, Wetlin Chemical Co., 5323 State St., Chicago, Ill.

REPRESENTATIVE WANTED, traveling or resident, in large center, to sell large buyers, department stores, etc., perfumes, creams, toilet preparations, specialties, etc., in buyers' styles and labels, either as side or full line. Give details. Address, GOOD LINE, care this journal.

EXPERIENCED ESSENTIAL OIL MAN going to Pacific Coast in September desires agency of first class Essential Oil and Synthetic house. Best of references. Apply this journal.

AGENTS WANTED.—To call on drug trade, barber supply firms, department stores, perfumers and manufacturing chemists, to sell concentrates, etc. Exclusive territory and liberal commission such as we given ensures you an independent position. Address Compagnie Riviera, 164 Front street, New York City.

WANTED.—To hear from makers of paper talcum cans and stock labels; also from manufacturers and importers of raw supplies for the manufacture of perfumes and toilet articles. Address PERFUMER, Box 80, Poughkeepsie, N. Y.

FORMULAS to sell by expert perfumer and toilet maker. Many foreign and domestic specialties. Moderate charges. Write to "Confidential," care of this journal.

FRITZCO OIL OF ROSE can be used in all rose compounds, White Rose, Cut Tea, Malmaison Beauty, La France, Marechal Niel and Jack Roses. Samples and formulas free. Fritz Scientific Laboratories, Augustus J. Fritz, proprietor, 519 Remington street, Rochester, N. Y.

WE ARE SPECIALISTS in the manufacture of casein rolling massage cream. Write us for samples and quotations. Get our prices before placing your contract. MARK W. ALLEN & Co., Detroit, Mich.

A MANUFACTURER of toilet articles desires the address of manufacturers of prepared Calamine. Address, M. D. Sours, Room 62, Adams Building, Findlay, Ohio.

SITUATIONS WANTED

WANTED.—Position by a thoroughly experienced and practical chemist in the manufacture of perfumes, toilet preparations, synthetics, flavors, etc.; has excellent ability and is capable of taking charge of factory. Highest credentials. Address Reasonable 444, care of this office.

CHEMIST, graduated in Vienna, expert in manufacturing all perfumes, toilet goods, extracts, pharmaceuticals, etc.; 7 years in managing positions in New York; skilful superintendent and manager; is open for engagement. Address DOCTOR, 143 East 58th street, New York.

WANTED.—An experienced flavoring extract manufacturer, who is competent to take charge of factory. Write, stating experience, with references, and salary desired. Address, AMERICAN PURE COFFEE & SPICE Co., Dayton, Ohio.

WANTED.—Young reliable chemist with foreign and domestic experience desires position with ethical firm interested in the manufacture of high-class toilet preparations, perfumes, soap, etc.; also analytical, diagnostic and research work. Will furnish valuable professional outfit, formulae, references and surety to proper party in return for an agreeable and permanent position with good future. Address "EDNARGE," c/o this journal.

DOCTOR of Chemistry, having practiced in Germany and Switzerland, possessing methods for the manufacture of synthetic and artificial perfuming materials, staying in the moment at New York, desires position. Having best recipes for synthetical flower oils, of which he will send samples. Address Sixty Eight, care of this journal.

PERFUMER SALESMAN, 8 years' experience, wishes to represent manufacturer of high grade perfumes on Pacific Coast (commission basis). Apply this journal.

PERFUME MAN going Pacific Coast seeks agency of manufacturer of high grade box and label concern. Apply this journal.

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H. E. WIEDEMANN
Consulting and Analytical Chemist
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Everything means for **YOU** a better finished product with the use of less essential oils. In the washing of Pomades or the extension of the washings there is nothing quite as good. Annual contracts desired and protected.

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THE AMERICAN PERFUMER — SYNFLEUR INSERT No. 15C.

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Synfleur Quality

REG. U. S. PAT. OFF.

Standard Perfume and Flavoring Materials



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Trade Mark REG. U. S. PAT. OFF.

A Raw Material of extraordinary power, imparting an entirely novel note. Suitable for every perfumery purpose, a delightfully refreshing odor, delicate, yet extremely lasting, in fact one of the most enduring odors known.

Enthusiastically adopted by manufacturers everywhere—as one of our friends states:—“A Material which has a great future.” Usual Synfleur Quality and at the right price.

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Established 1889

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Monticello, New York, U. S. A.



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A most intense Linaloe odor—similar to Linaloe Oil but more flowery. Invaluable for scenting many of the cheaper Toilet Articles and for giving life to bouquet odors.

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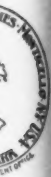


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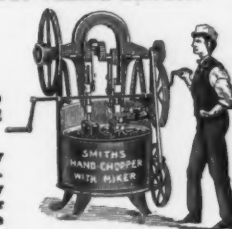
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With this chopper beans may
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When beans are ground they
become heated, and their odor
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"Perfect Sprinkler."
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THIS NEW DEVICE has
three decided advantages
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First, glass does not cor-
rode; second, contents of
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is cheaper.

The price of this sprin-
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SEND US, AT OUR EXPENSE, samples of
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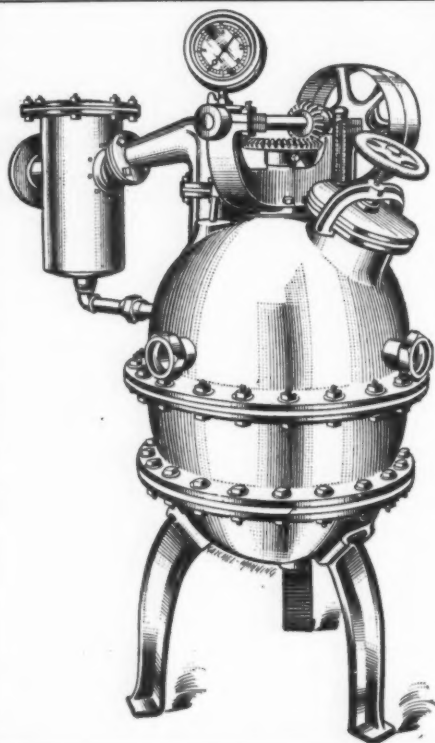
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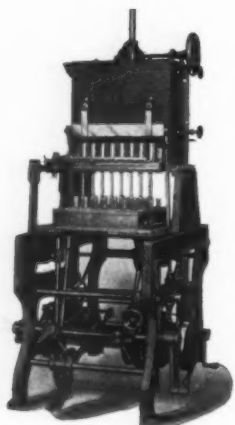
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a remarkable flowery base for the creation of the finest Reseda compositions.

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(artificial) an excellent product to replace at the greatest yieldingness the dear natural oil and moreover without the disagreeable peculiar flavor of the last one.

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Ask for samples!

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Pure Tin Tubes

are the most popular containers for cold creams, tooth pastes, shaving creams, inks, etc.

It is because of the advertising value of the decorated tubes that druggists everywhere are using them.

Long before a tube is emptied a paper label has been washed off, but the decorated tube may be bent, twisted, or even washed, and the label still remains clear on the tube to remind the user to order YOUR preparation again.

No matter how small your orders are we will gladly prepare sample designs for your consideration.

We can interest you—write today.

**NEW ENGLAND COLLAPSIBLE
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New London, Ct., U. S. A.

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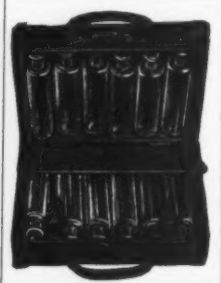
Signs of CHARACTER and ELEGANCE. They attract favorable attention where the COMMON signs are consigned to the waste basket. Designs and prices on application.

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TALC HIGHEST GRADE

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Specially well placed for Anethol, Oil of Coriander, Fennel, Patchouly, Mustard gen. and art, Cinnamon Ceylon, Almonds artificial, free from chlorine.

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Acetophenone, Amylsalicylate (Orchidee Trefol), Benzylacetate, Benzylbenzoate, Bornylacetate Citral, Fragarol, Aubepine Hyacinthe, Isoeugenol-Ethyllicether, Yara Yara, Linalool, Myristic Acid, Paracresol-Methyllicether, Reseda, Neroline, Terpinylacetate, Ylangol, Cinnamic Alcohol, Neroly Art, Niobe, Civet Art., Oil of Bergamot art., Pelargonie.

HIGH GRADE CORKS

CONICAL TOPS (for perfumes, etc.); SHELL CORKS (for glass stoppers, etc.); ODD SIZES AND SPECIAL TAPERS; VENTED (for special preparations); CLEAN ENDS (either top or bottom); CAPS AND WASHERS (for metal screw tops); etc.

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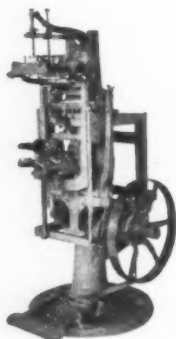
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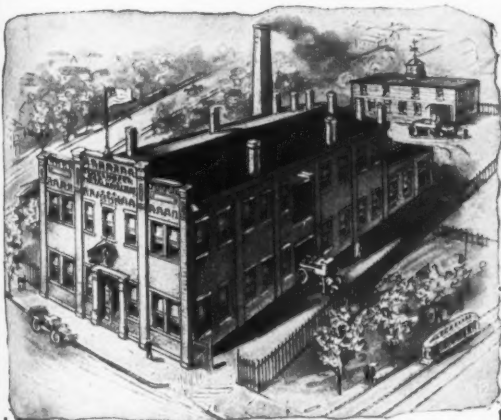
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